

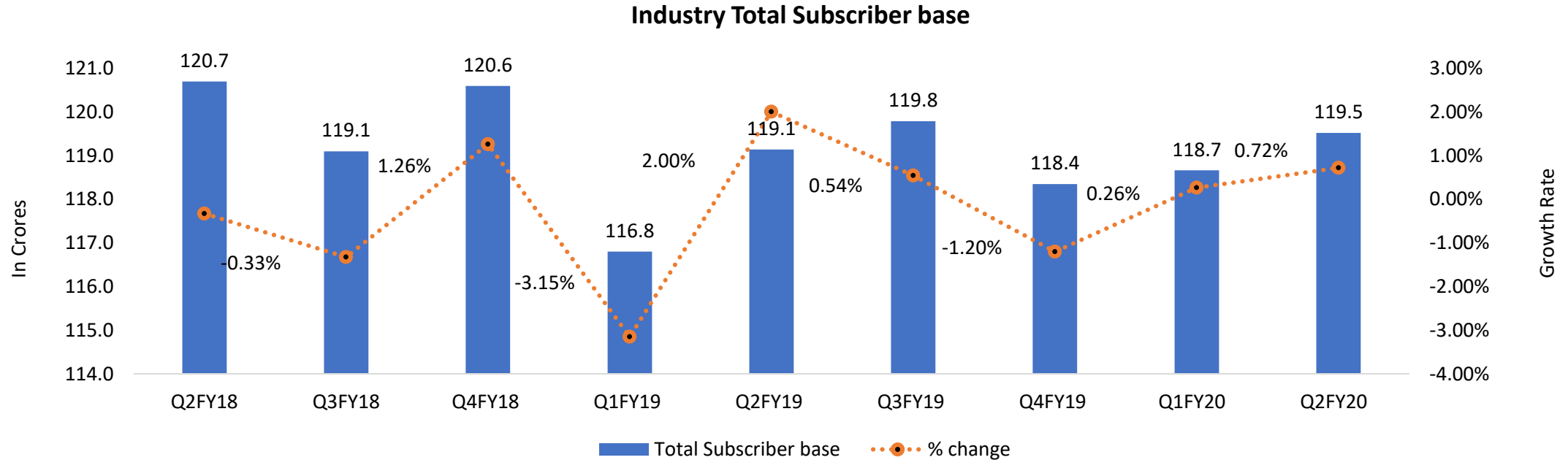


Industry Trends Q2 FY 2019-20

Subscriber Base

Industry Subs base

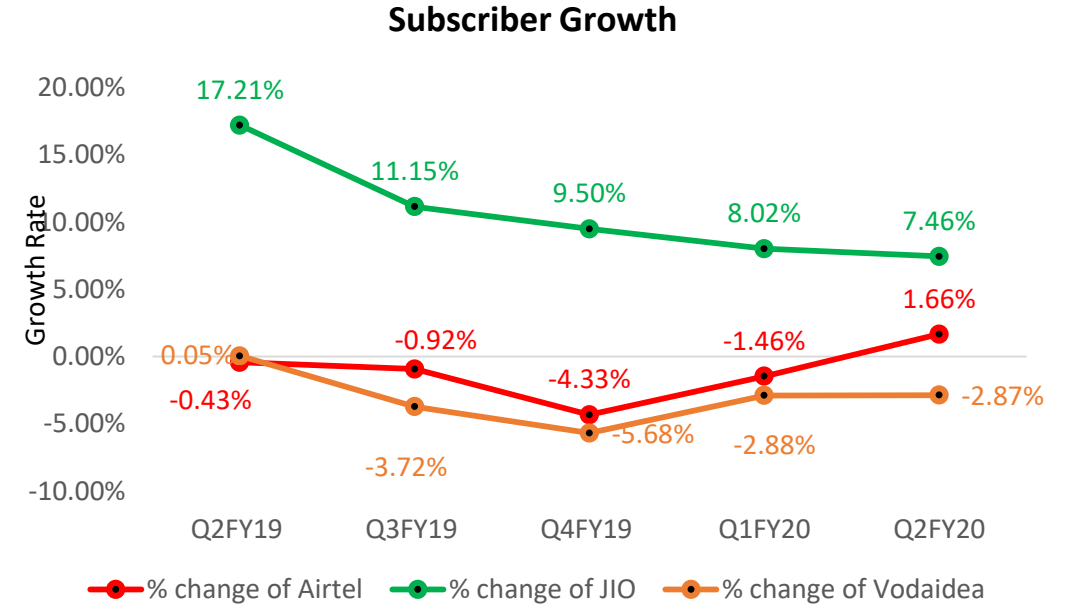
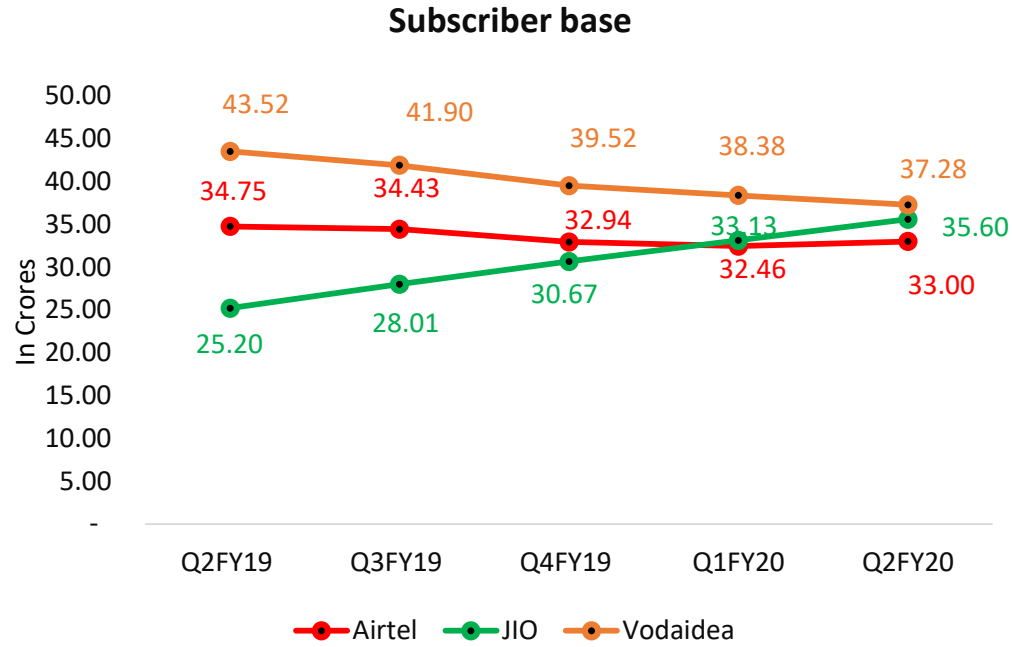
The total Subscriber figures has shown an little up-ward trend in Q2FY20. total Industry subscriber base reached 119.5 Crores.



Industry Subs base									
(in crores)	Q2FY18	Q3FY18	Q4FY20	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
Total Subscriber base	120.7	119.1	120.6	116.8	119.14	119.8	118.4	118.7	119.5
% change		-0.33%	1.26%	-3.15%	2.00%	0.54%	-1.20%	0.26%	0.72%

TSP wise Subscriber base

RJio & Airtel saw growth in their Subscriber figures. While VIL has shown a negative growth rate of 2.87%.



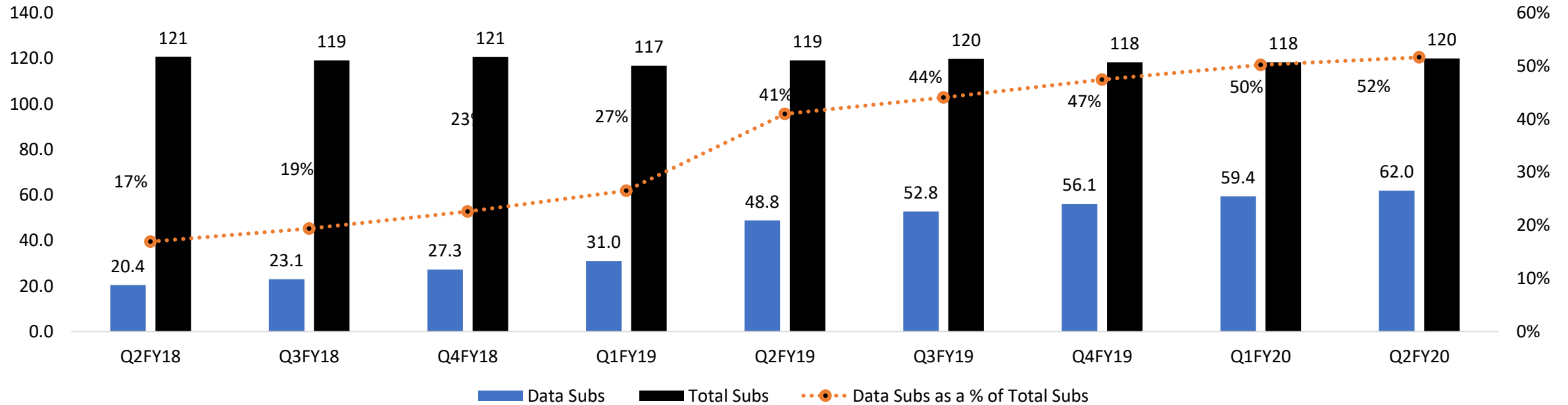
TSP wise Subs base					
(in crores)	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
Airtel	34.75	34.43	32.94	32.46	33.00
JIO	25.20	28.01	30.67	33.13	35.60
Vodaidea	43.52	41.90	39.52	38.38	37.28
% change of Airtel	-0.43%	-0.92%	-4.33%	-1.46%	1.66%
% change of JIO	17.21%	11.15%	9.50%	8.02%	7.46%
% change of Vodaidea	0.05%	-3.72%	-5.68%	-2.88%	-2.87%

Source: TRAI PMR

Industry Data Subscribers as % of Total Subs

Data Subscribers as a % of total subscriber is increasing consistently and has reached to 52% at the end of the Q2FY20.

Data Subs as % of Total Subs

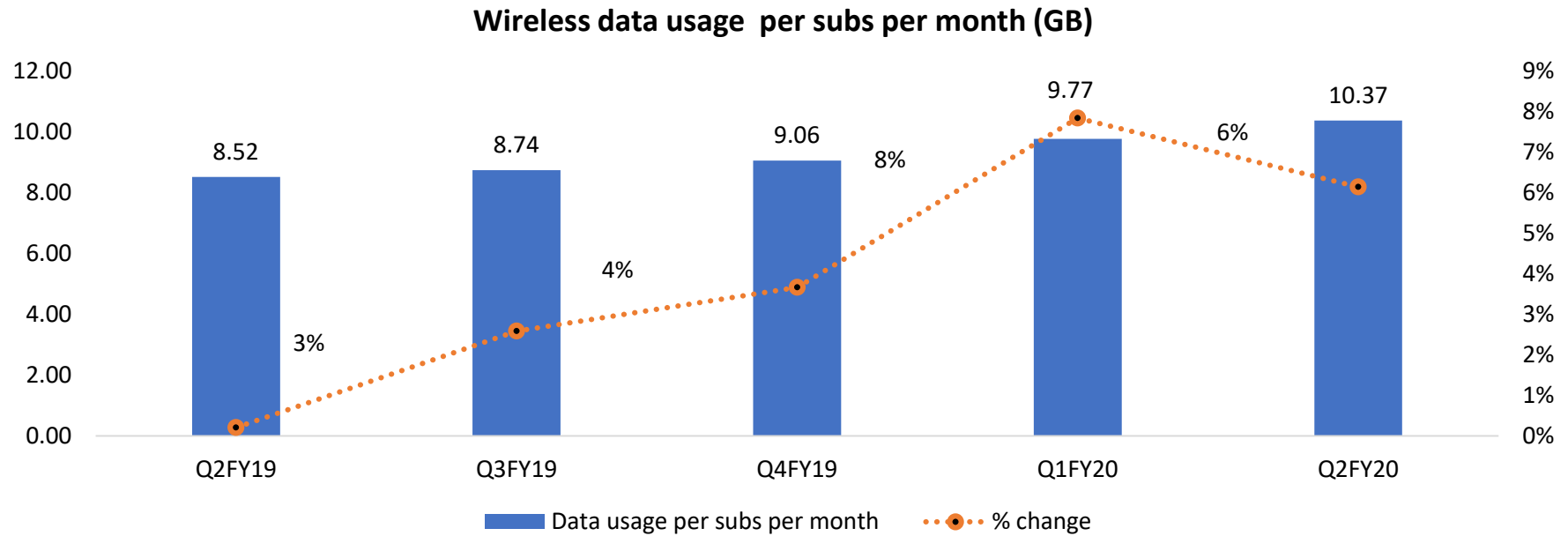


(In Crores)	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
Data Subs	20.4	23.1	27.3	31.0	48.8	52.8	56.1	59.4	62.0
Total Subs	121	119	121	117	119	120	118	118	120
Data Subs as a % of Total Subs	17%	19%	23%	27%	41%	44%	47%	50%	52%

Voice and Data Usage

Wireless Industry data usage

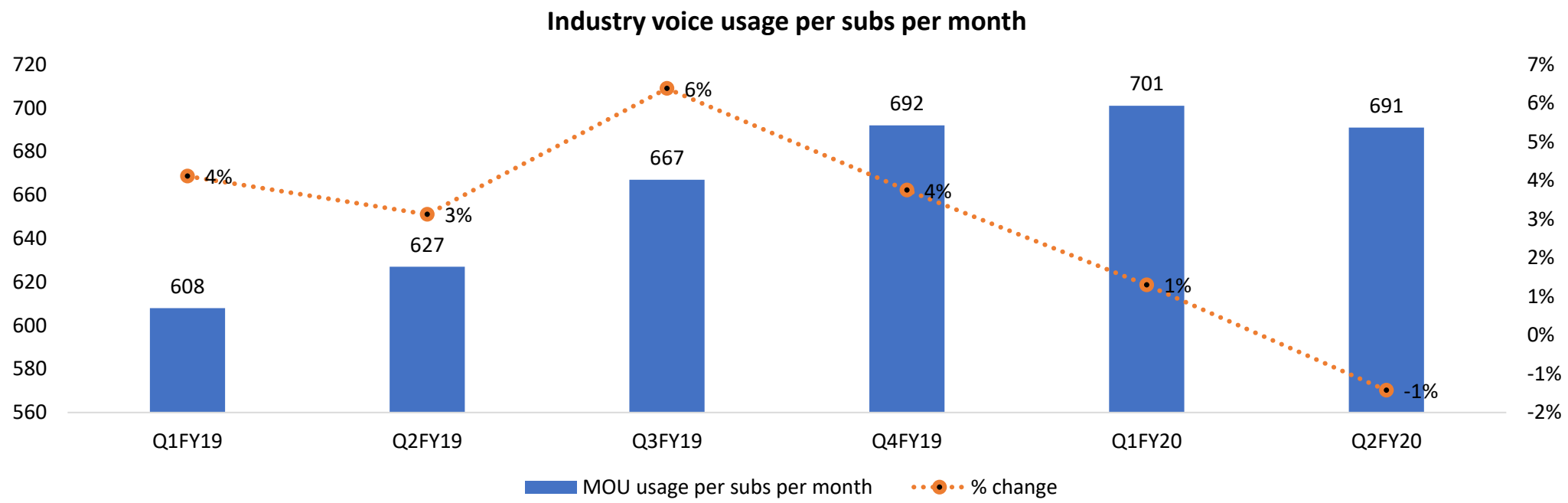
The Total Industry data usage has increased by 6% in the Sept quarter.



(in GB)	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
Data usage per subs per month	8.52	8.74	9.06	9.77	10.37
% change	0%	3%	4%	8%	6%

Industry voice usage per subs per month

The Industry Voice usage per subscriber per month has decreased 1% in Sept 2019 quarter compared to the last quarter.



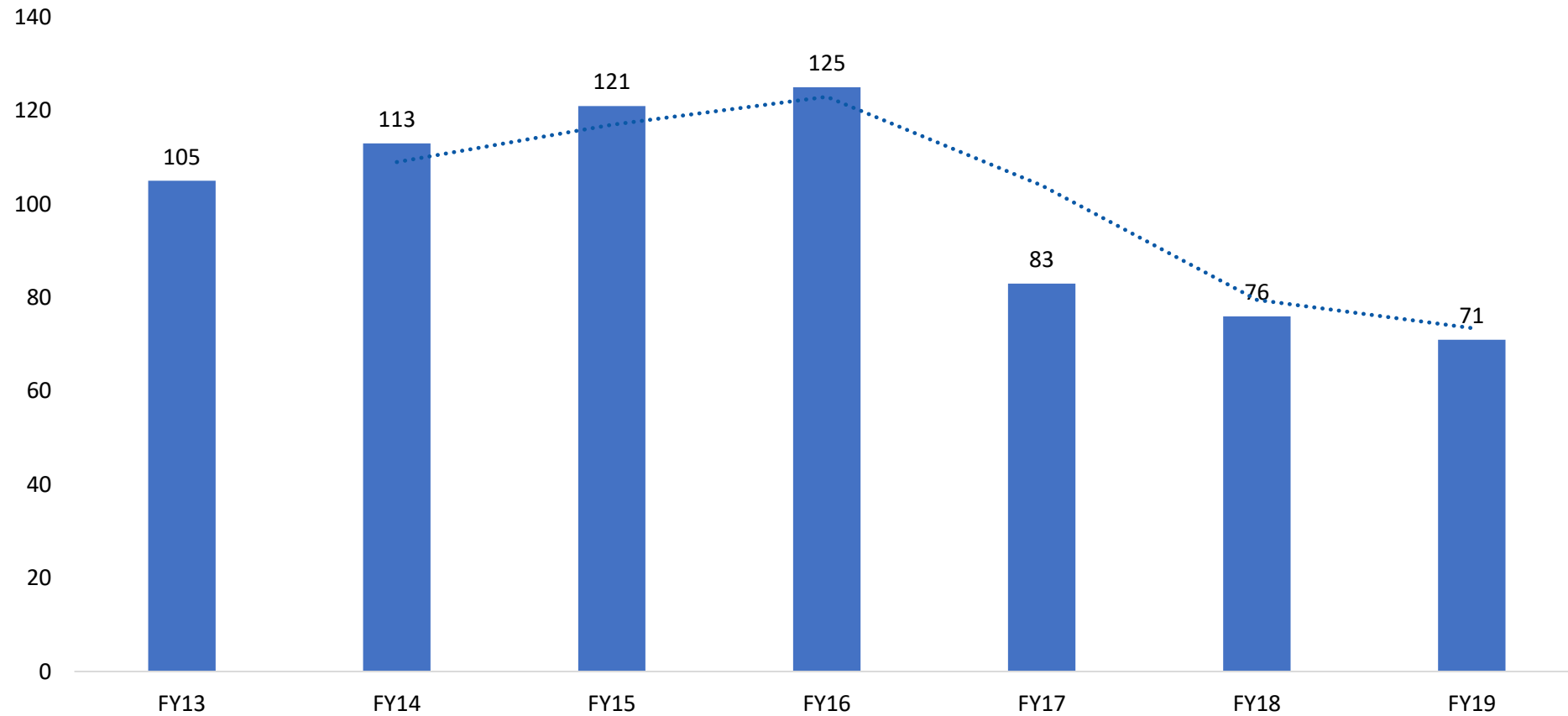
(in minutes)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
MOU usage per subs per month	608	627	667	692	701	691
% change	4%	3%	6%	4%	1%	-1%

ARPU

Wireless ARPU

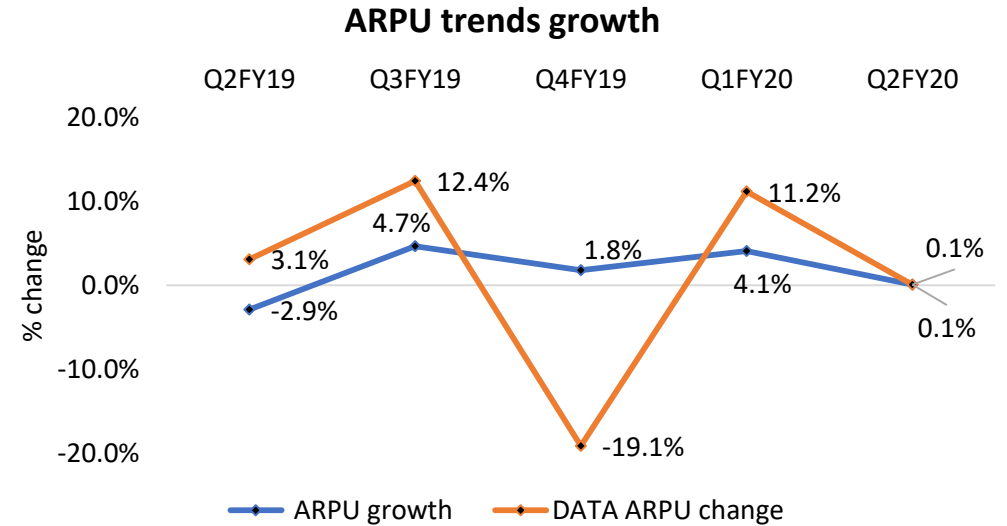
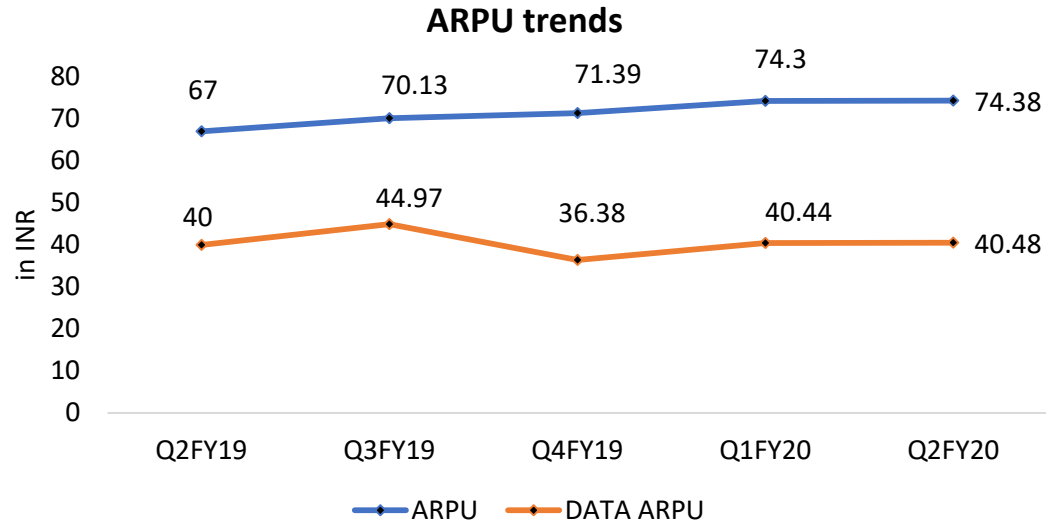
Monthly Average Revenue Per User (ARPU) for Wireless Services was at Rs.71 at end of the Qtr March 2019.

Monthly Average Revenue Per User (ARPU) for Wireless Services (INR)



ARPU Trends (Avg)

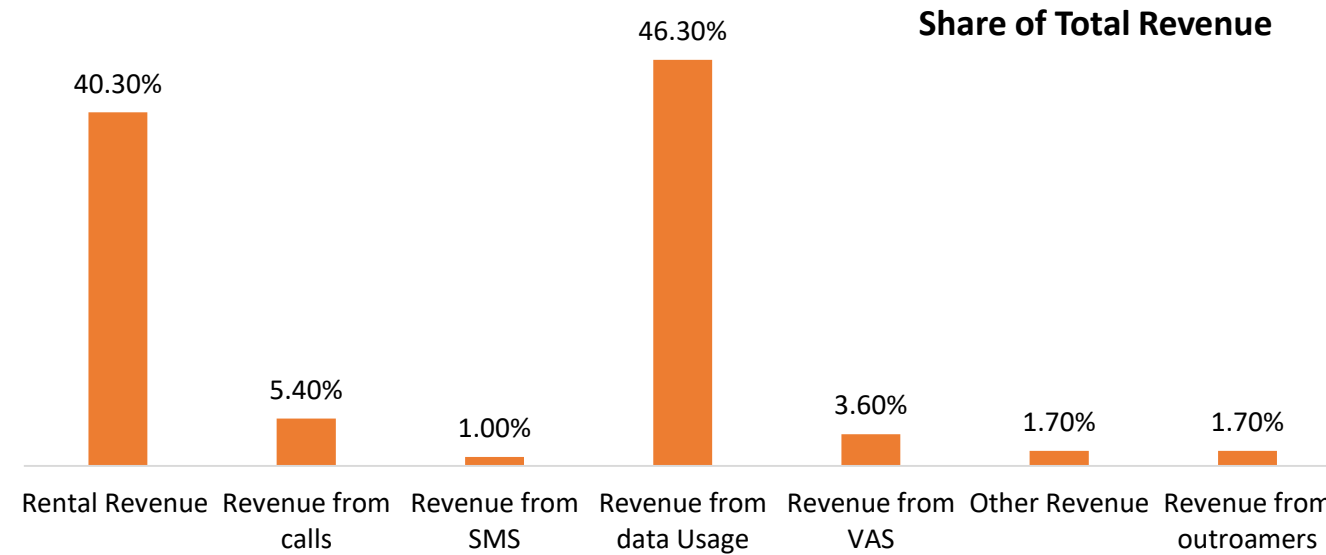
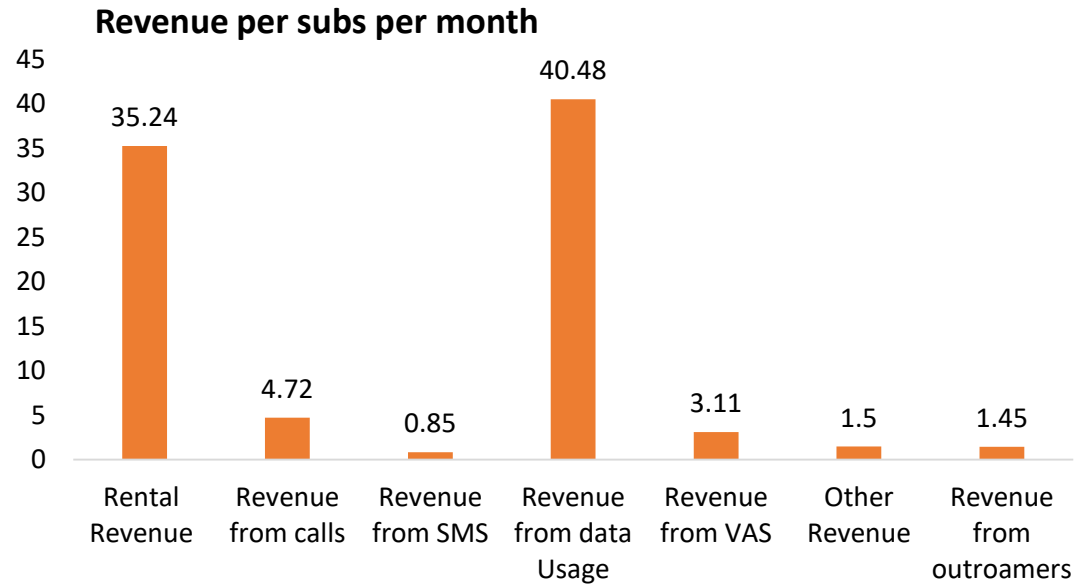
In Sept Quarter, the ARPU of the wireless services was Rs. 74.38, while the data ARPU remained at Rs. 40.48.



	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
ARPU (In Rs.)	67	70.13	71.39	74.3	74.38
DATA ARPU (In Rs.)	40	44.97	36.38	40.44	40.48
ARPU growth	-2.9%	4.7%	1.8%	4.1%	0.1%
DATA ARPU change	3.1%	12.4%	-19.1%	11.2%	0.1%

Composition of ARPU

Share of Revenue from data usage is around 46.30% of the total Revenue per Subs



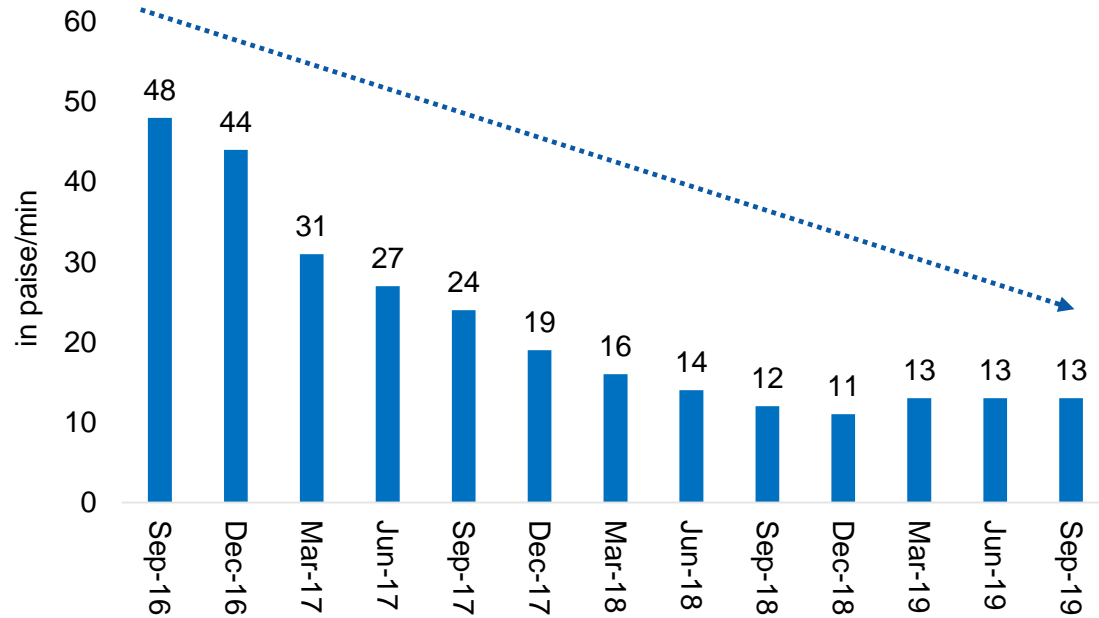
Rental Revenue	35.24	40.30%
	4.72	5.40%
Revenue from calls	0.85	1.00%
Revenue from SMS	40.48	46.30%
Revenue from data Usage	3.11	3.60%
Revenue from VAS	1.5	1.70%
Other Revenue		
Revenue from outroamers	1.45	1.70%
Total revenue from subscribers (1)	87.35	100%
Net inter-operator settlement charges receivable (2)	-12.97	
Net Revenue (ARPU) per month(1+2)	74.38	

Source: TRAI PIR

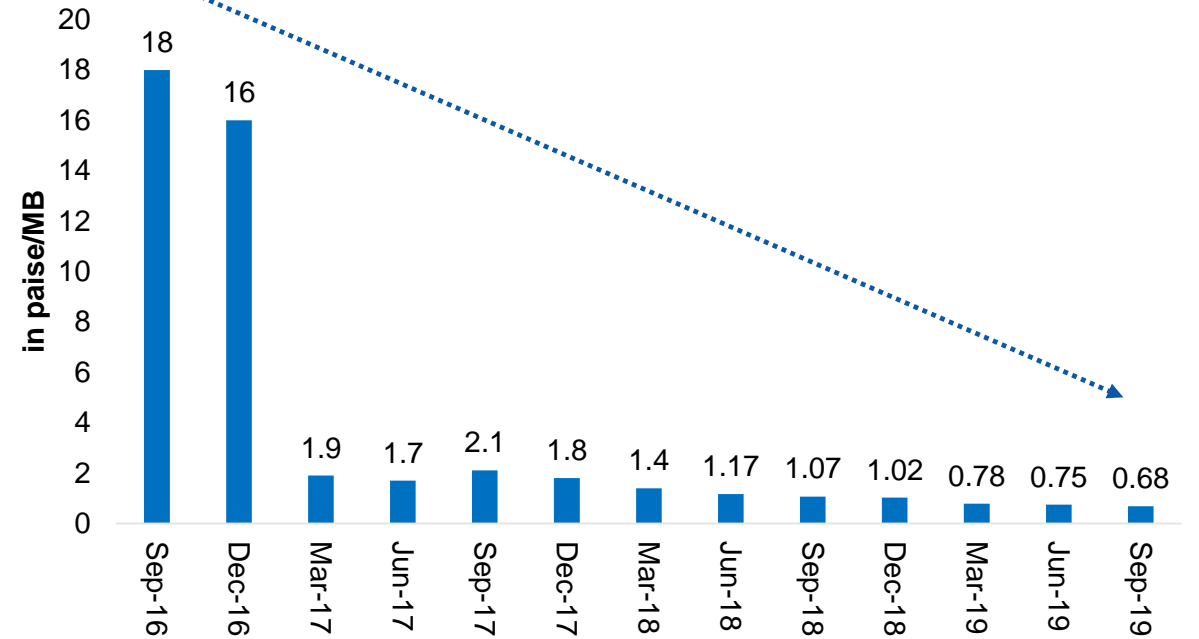
Voice and Data Realisation

Voice and Data Realisation has fallen significantly since September 2016.

Voice realisation



Data realisation



	Sep-16	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19
Voice realisation	48	44	31	27	24	19	16	14	12	11	13	13	13
growth rate (%)		-8%	-30%	-13%	-11%	-21%	-16%	-13%	-14%	-8%	18%	0%	0%

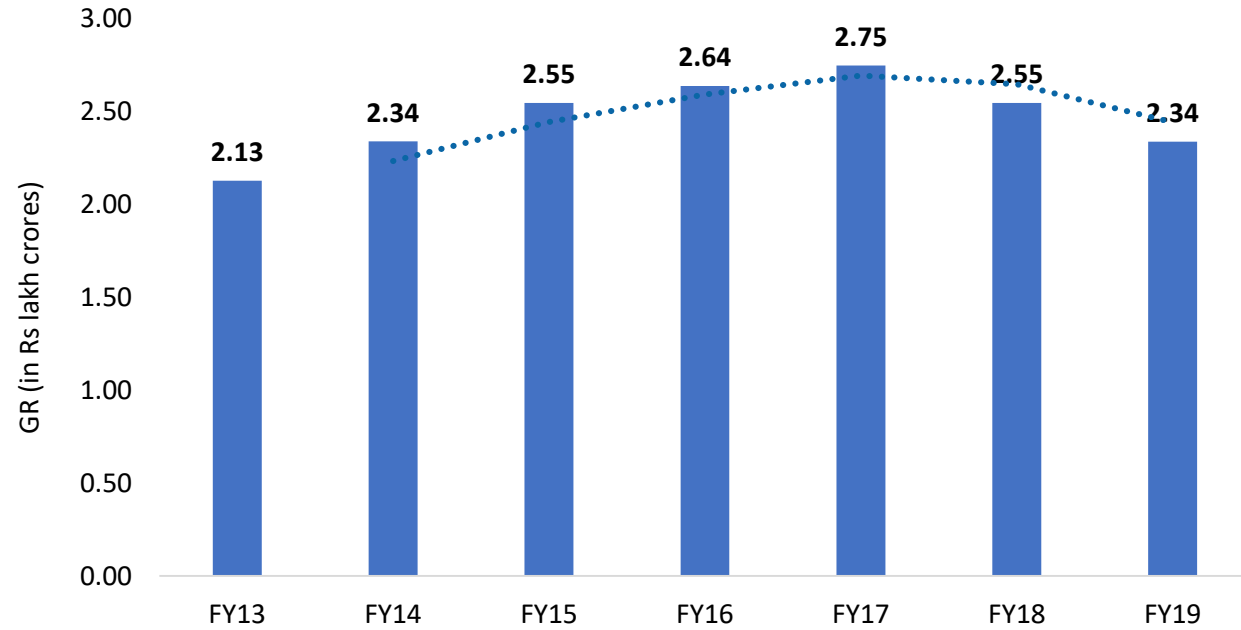
	Sep-16	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19
Data realisation	18	16	1.9	1.7	2.1	1.8	1.4	1.17	1.07	1.02	0.78	0.75	0.68
growth rate (%)		-11%	-88%	-11%	24%	-14%	-22%	-16%	-9%	-5%	-24%	-4%	-9%

Financial Trends

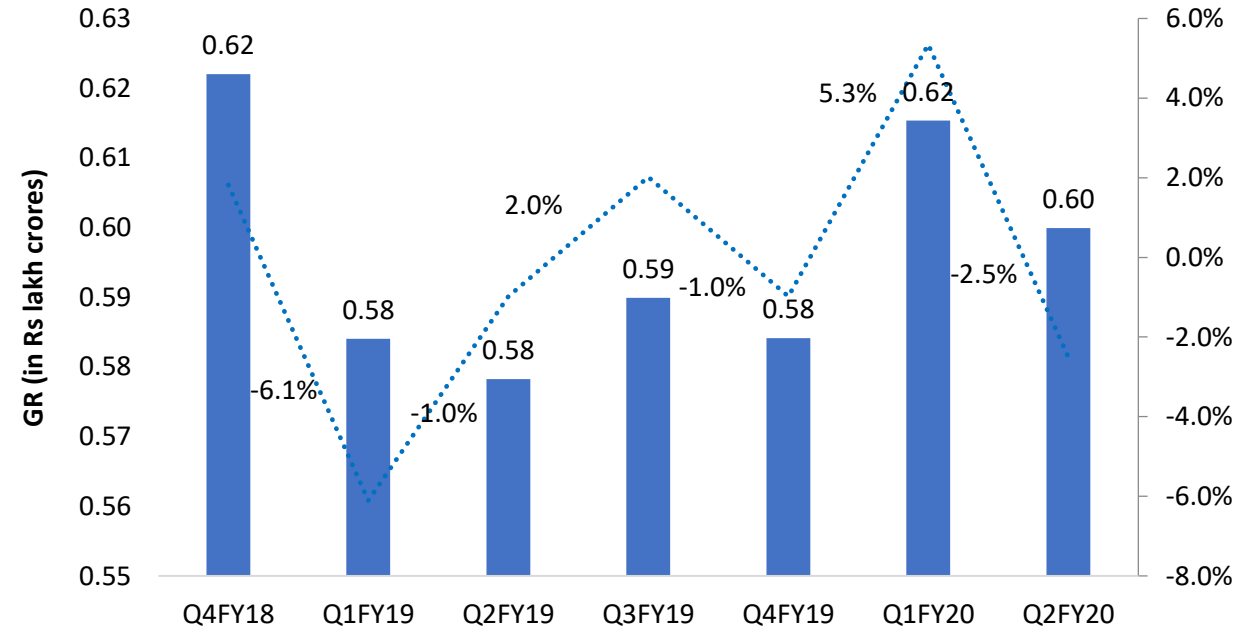
Gross Revenue

Revenue of Telecom Sector remains under pressure

Industry GR (in Lakh Crores) (FY)



Industry GR (in Lakh Crores)



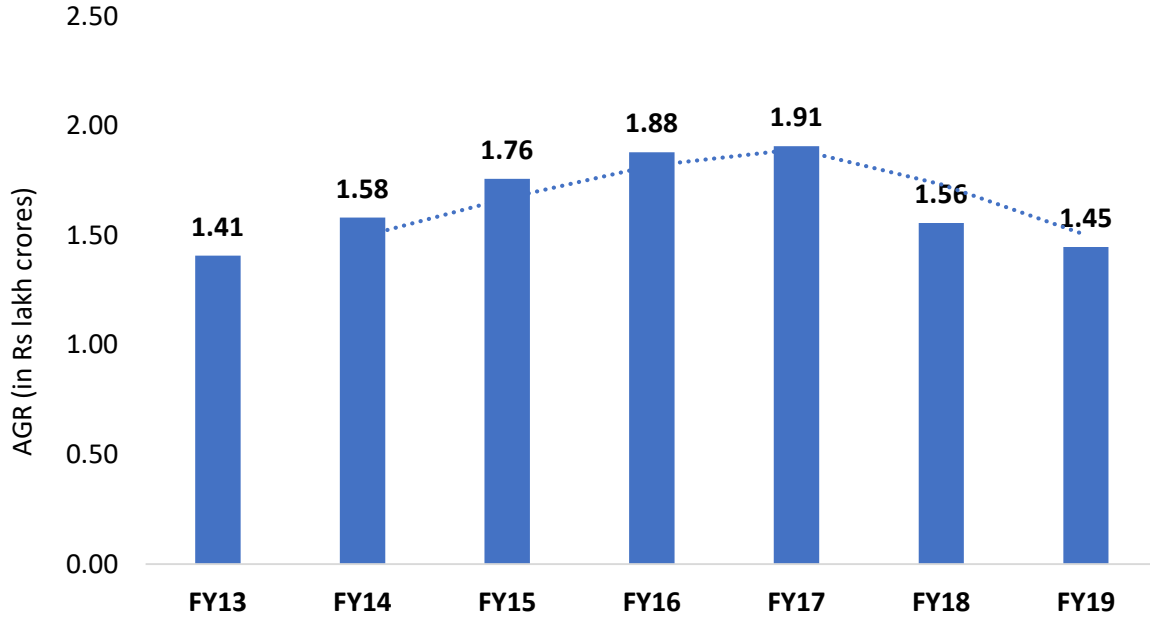
	FY13	FY14	FY15	FY16	FY17	FY18
Industry GR Lakh Crore	2.13	2.34	2.55	2.64	2.75	2.55
growth rate (%)		10.0%	8.9%	3.6%	4.1%	-7.3%

	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
Industry GR Lakh Crore	0.62	0.58	0.58	0.59	0.58	0.62	0.60
growth rate (%)	1.8%	-6.1%	-1.0%	2.0%	-1.0%	5.3%	-2.5%

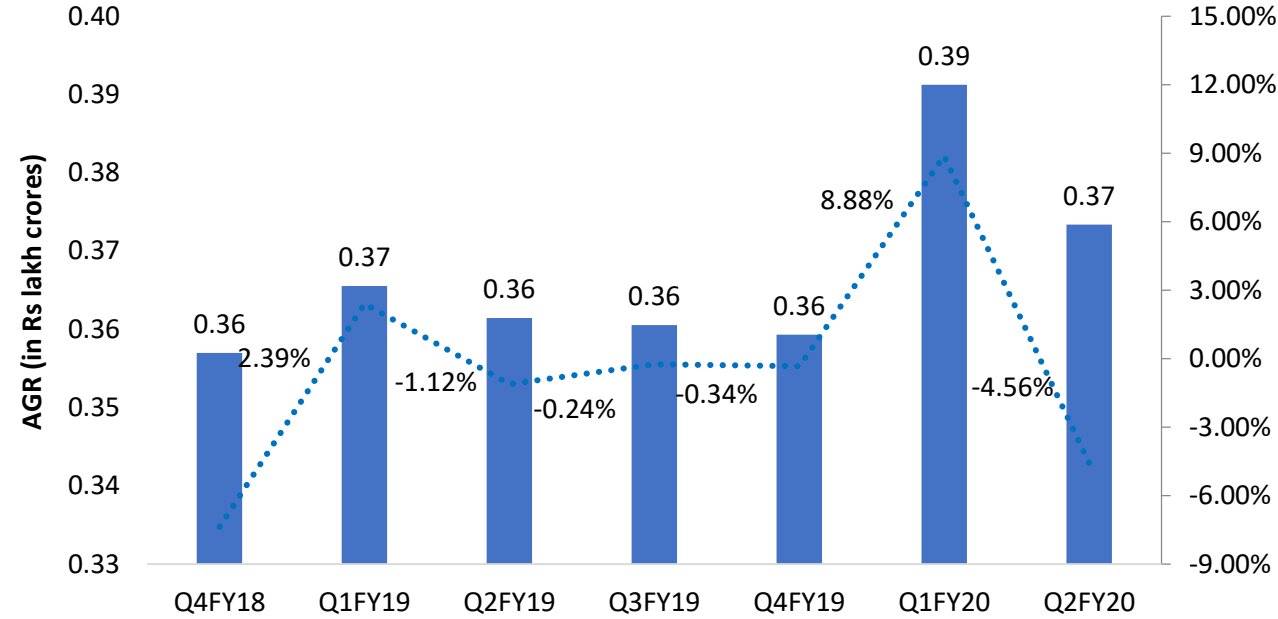
Adjusted Gross Revenue (AGR)

Industries AGR for the September Quarter decreased by 4.56%, and remained at Rs.1.45 Lakh Crores

Industry AGR (in Lakh Crores) (FY)



Industry AGR (in Lakh Crores)



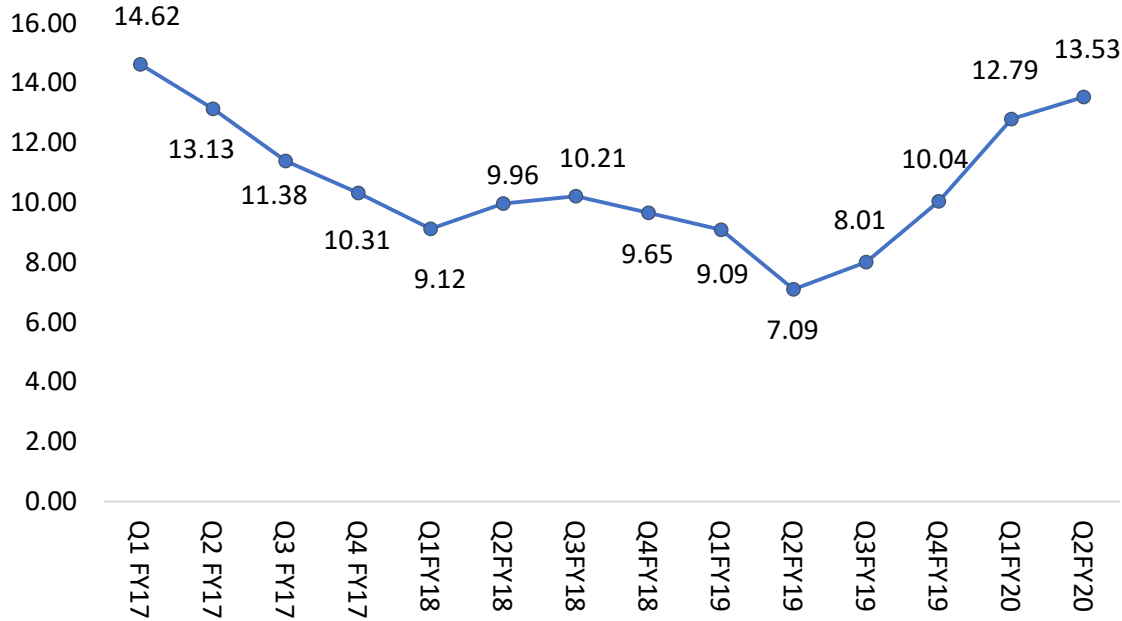
	FY13	FY14	FY15	FY16	FY17	FY18
Industry AGR Lakh Crore	1.41	1.58	1.76	1.88	1.91	1.56
growth rate (%)		12%	11%	-207%	1%	-18%

	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
Industry AGR Lakh Crore	0.36	0.37	0.36	0.36	0.36	0.39	0.37
growth rate (%)	-7.37%	2.39%	-1.12%	-0.24%	-0.34%	8.88%	-4.56%

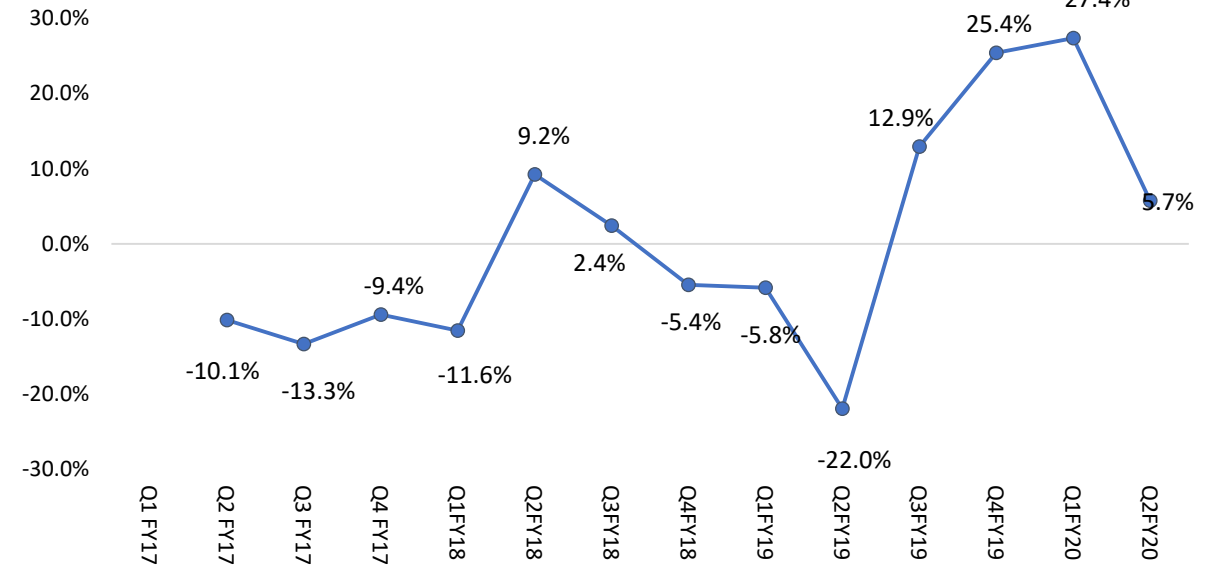
Industry EBITDA

Industry EBITDA reached Rs. 13.53 K Crores in September Quarter.

Industry EBITDA (in '000 Crores)



Growth in EBITDA (in %)

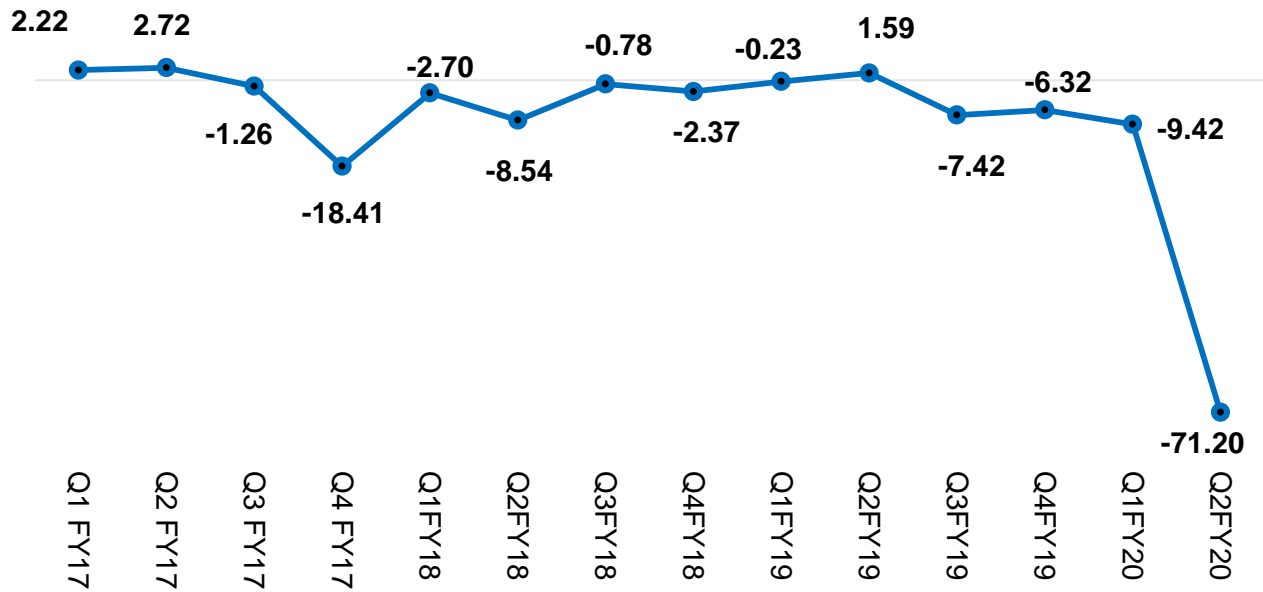


	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
EBITDA	14.62	13.13	11.38	10.31	9.12	9.96	10.21	9.65	9.09	7.09	8.01	10.04	12.79	13.53
Growth Rate (%)		-10.1%	-13.3%	-9.4%	-11.6%	9.2%	2.4%	-5.4%	-5.8%	-22.0%	12.9%	25.4%	27.4%	5.7%

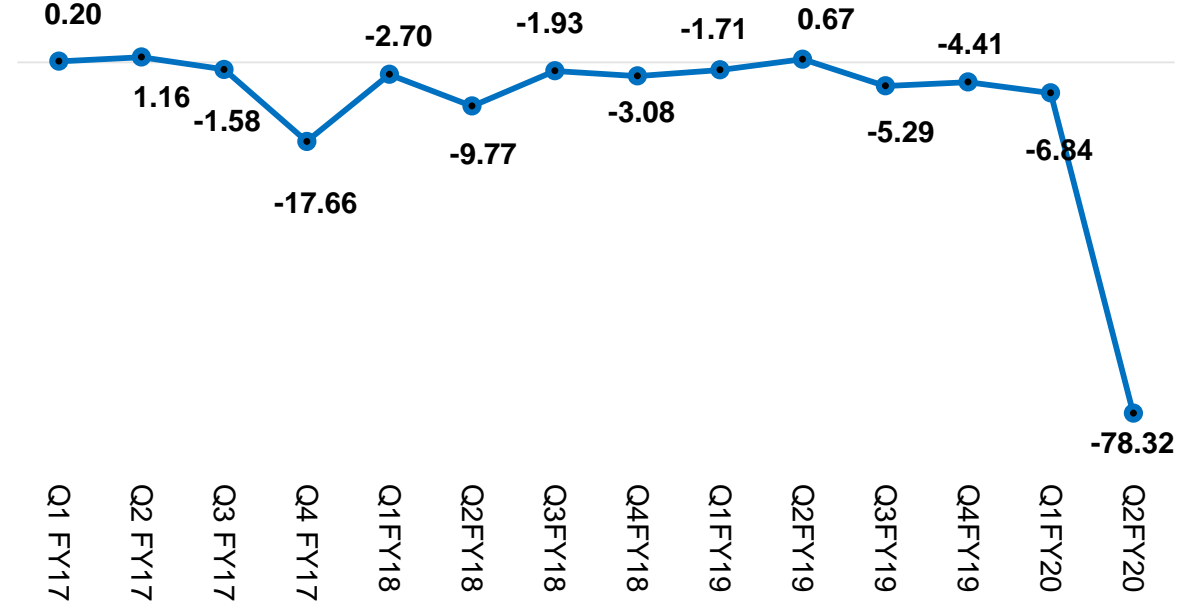
PBT and PAT of the Industry

PBT of the Industry reached Rs. -71.20 K Crores , while PAT remained at Rs. - 78.32 K Crores. This is due to the Supreme Court Judgement on the AGR.

Industry PBT (in '000 Crores)



Industry PAT (in '000 Crores)

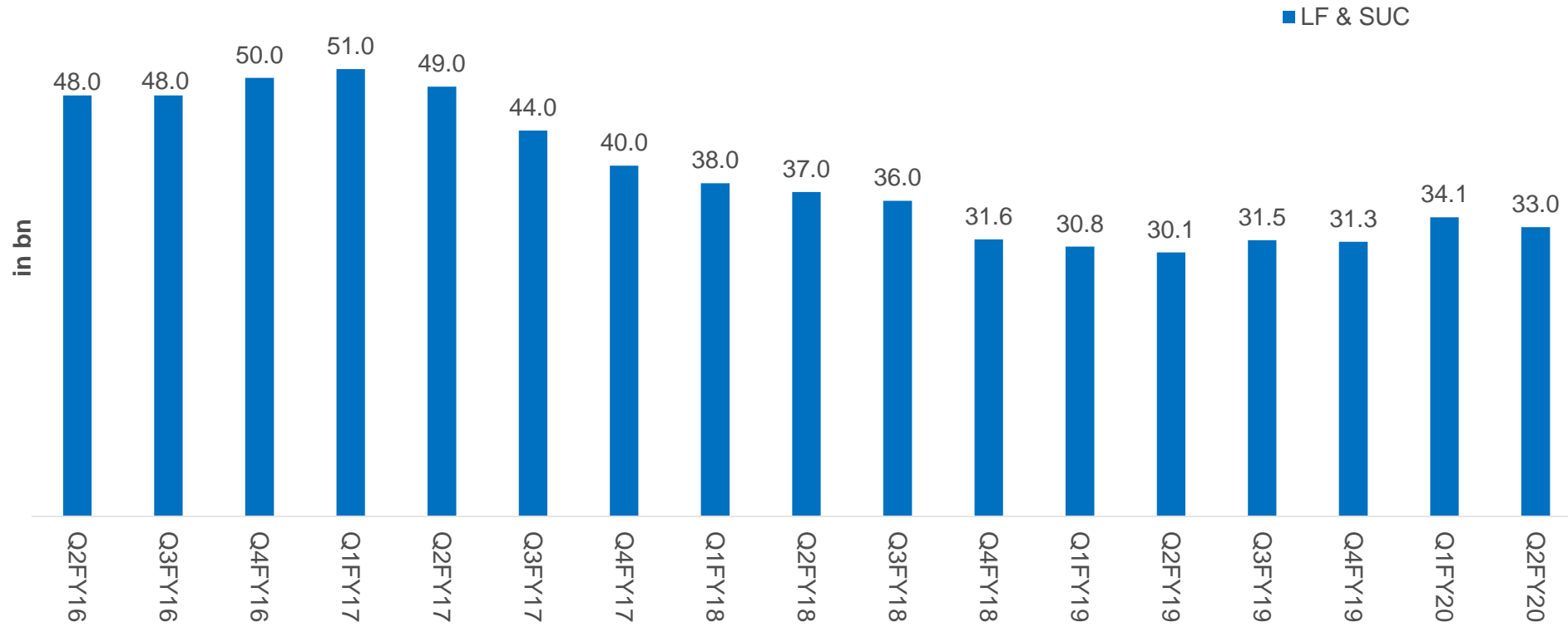


	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
PBT	2.22	2.72	-1.26	-18.41	-2.70	-8.54	-0.78	-2.37	-0.23	1.59	-7.42	-6.32	-9.42	-71.20
PAT	0.20	1.16	-1.58	-17.66	-2.70	-9.77	-1.93	-3.08	-1.71	0.67	-5.29	-4.41	-6.84	-78.32

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 ilcludes 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. 3300 Crores in September Quarter.

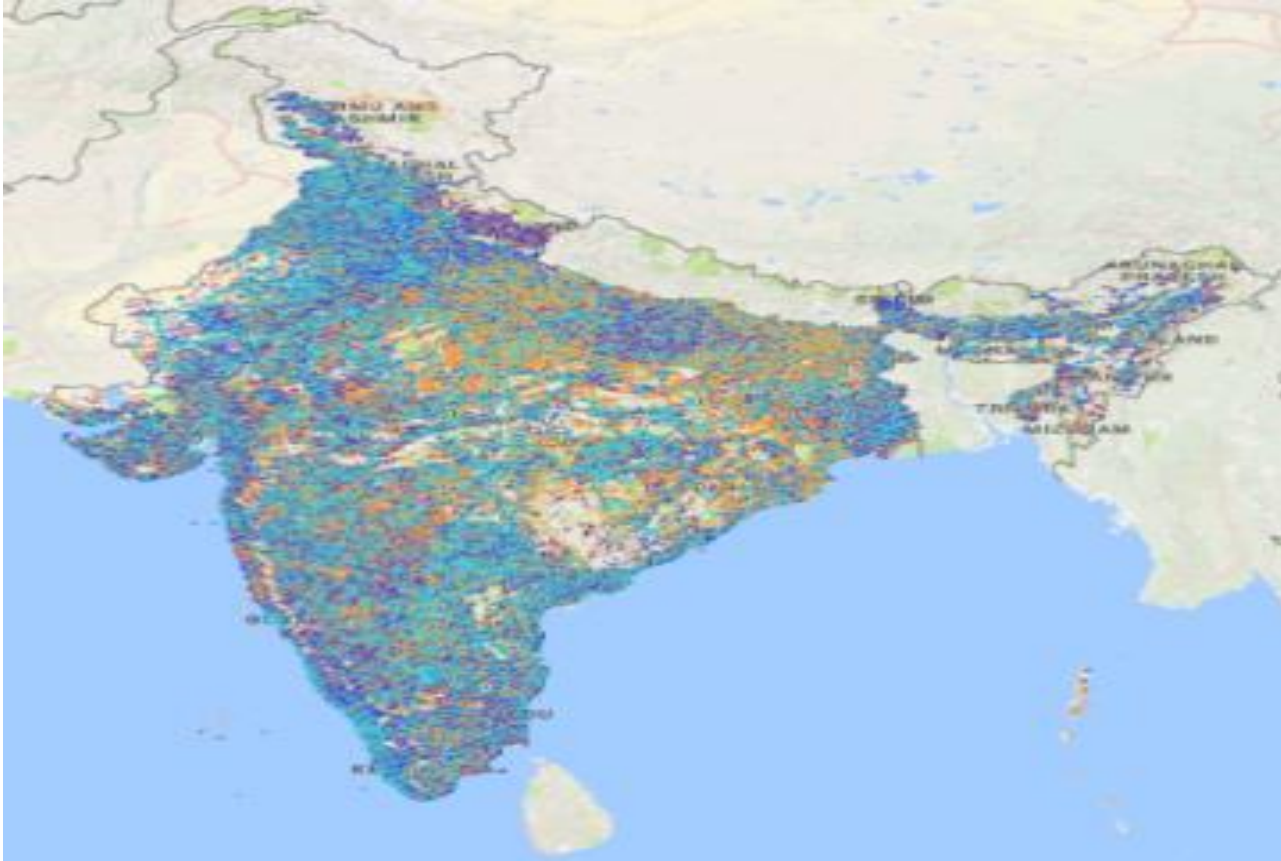


	Q2FY16	Q3FY16	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
LF + SUC	48.0	48.0	50.0	51.0	49.0	44.0	40.0	38.0	37.0	36.0	31.6	30.8	30.1	31.5	31.3	34.1	33.0

Telecom Infrastructure

Pan India 2G/3G/4G Coverage

Total Number of BTS reached 22,33,063 on November 01, 2019.



Number of BTS (Technology Wise) (as on November 01, 2019)	
BTS Type	Count
GSM	5,13,873
CDMA	886
3G	3,49,937
4G	13,66,212
WiMAX	2,155
Total	22,33,063

Thank You