

RELIANCE COMMUNICATIONS ANNOUNCES
FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2015

PAT AT RS. 177 CRORE, UP 34% Y-o-Y

INDIA OPERATIONS TELECOM REVENUE AT 4,673 CRORE, UP 3.4% Y-o-Y

TOTAL REVENUE AT RS. 5,541 CRORE, UP 0.3% Y-o-Y

EBITDA AT RS. 1,875 CRORE, UP 0.7% Y-o-Y

TOTAL DATA TRAFFIC AT 92.8 BILLION MB, UP 68% Y-o-Y

HIGHEST DATA USAGE PER SUBSCRIBER IN THE INDUSTRY AT 895 MB, UP 34% Y-o-Y

35.4 MILLION DATA CUSTOMERS INCLUDING 17.9 MILLION 3G CUSTOMERS

TOTAL MOU AT 105 BILLION, UP 1.8% Y-o-Y AND ARPU AT RS. 140, UP 2.9% Y-o-Y

RPM AT 44.5 PAISA, UP 1.6% Y-o-Y

Mumbai, August 14, 2015: Reliance Communications Limited (RCom) today announced its consolidated financial results for the quarter ended June 30, 2015.

Key Highlights for Q1FY16:

- 1. Net Profit at Rs. 177 crore, up 34%** from Rs. 132 crore in Q1 previous year.
- 2. Consolidated Revenue & EBITDA:** RCom Q1 revenue at Rs.5,541 crore, up 0.3% from Rs. 5,523 crore in Q1 previous year. Q1 EBITDA at Rs. 1,875 crore, up 0.7% from Rs. 1,863 crore in Q1 previous year. EBITDA margin at 33.8% improved from 33.7% in Q1 previous year.
- 3. India Operations Revenue & EBITDA:** Q1 revenue at Rs. 4,791 crore, up 1.5% from Rs. 4,718 crore in Q1 previous year. Q1 EBITDA at Rs. 1,695 crore, up 0.1% from Rs. 1,693 crore in Q1 previous year.
- 4. Global Operations Revenue & EBITDA:** Q1 Revenues at Rs. 1,117 crore, up by 4.1% from Rs. 1,073 crore in Q1 previous year. Q1 EBITDA at Rs. 180 crore, up 6.0% from Rs. 170 crore in Q1 previous year.

5. Key Performance Indicators (KPIs):

- a. **RPM:** RPM at 44.5 paisa, up 1.6% Y-o-Y
- b. **MOU:** Total MOU at 105 billion, up 1.8% Y-o-Y
- c. **ARPU:** ARPU at Rs.140, up 2.9% Y-o-Y
- d. **Data Customers:** The total data customer base has grown 23.8% Y-o-Y to 35.4 million including 17.9 million 3G customers in Q1.
- e. **Data Traffic:** The total data traffic at 92.8 billion MB, up 68% Y-o-Y. The traffic has increased due to increase in data subscribers and higher data usage per customer.

6. Key Developments:

- a. **Launch of Freepaid- Unlimited Local, STD and Roaming:** RCom launched unique proposition giving unlimited calls free – to any local and STD Reliance number from home circle and also during national roaming. Calls made to any landline (Local and STD) are also free from both home and roaming location. Unlimited on-net and landline is coupled with free daily entitlement of 30 min for all off net calls. Incoming calls during roaming are also free. The multi dimensional benefits packed into single recharge giving free on-net and landline calls with free incoming roaming and free off-net minutes make it a very compelling proposition for a power user and make prepaid into Freepaid. The Pack is available in monthly, weekly and daily variants.
- b. **RCom launched Next Gen Content & Cloud Delivery Network in Five Cities across India:** RCom launched Cloud X[®], its content and cloud eco-system, across its network in Delhi, Mumbai, Chennai, Bangalore and Hyderabad. Cloud X[®] is designed to access and deliver infrastructure and off-site storage across multiple public clouds including its own, and to allow customers to deploy complex multi-tiered enterprise applications directly on to enterprise networks, in a user-friendly, fast and simple manner. The Cloud X[®] platform supports network transparency and cloud orchestration, allowing the movement of virtual machines and data between the various public and private clouds in the Cloud X[®] eco-system.
- c. **Launch of Wi-Pod Mini – Portable Wi-Fi device offering 14.7 Mbps speeds:** RCom launched the Wi-Pod Mini, a portable Wi-Fi device that can be used to create a hotspot to connect multiple devices like smartphones, laptops etc to the internet anytime, anywhere. The device can connect upto 6 users and offers consistent speeds upto 14.7 Mbps on Pro 3 technology. Its inbuilt rechargeable battery helps you stay connected to the Internet for minimum 8 hours while on the move.
- d. **MyStore *129#: Customer and Retailer:** RCom had launched the MyStore *129# portal, a OneStop Mall for subscribers to choose single/multiple pack from the list and enjoy calls at best rates, get higher talktime, higher data benefits along with personalized offerings for each subs under special offers. This portal was enhanced and extended to retailers wherein it provides varied additional commission to retailers who view the segmented offer for a customer and recharge after viewing. This would drive retailer engagement on the portal and towards RCom and drive the segmented offer for the customer designed for his ARPU upgrade.
- e. **Launch of e shop seller Module for all channel partners:** RCom launched the seller module for all smartphone outlets which is a surrogate for keeping physical inventory of multiple SKU's at the counter. Rather than building up smartphone inventory the

retailer can use the portal to sell any smartphone of customer's choice which will be delivered and fulfilled by the seller module partner. The advantages of this portal is –

1. Availability of multiple smartphone options for the customers
2. No physical inventories
3. Smartphone margins and commissions for channel partners for every sale
4. Option to buy smartphones on EMI through the multiple EMI options

7. Major Rewards & Recognition during the quarter:

- **AC Nielson's Corporate Image Monitor (CIM) – RCom in Top 10:** RCom was among the top 10 most reputed companies in India according to the Nielsen CIM 2014-15 survey. Some of the parameters for the study included transparency, trust, demonstration of vision and leadership, perceptions of Company product and services, financial performance, workplace environment.
- **Economic Times India's Most Exciting Brands – Reliance in Top 14:** Reliance ranked 14th among the top 20 most exciting brands 2015 according to Nielsen's survey exclusively for Brand Equity shows. The survey provides a great insight into the brands and categories that youth (teens and twenty+) find exciting.
- **Telecom Leadership Award 2015:** RCom was awarded Telecom Leadership Award 2015 - CIO of the Year award from CyberMedia (Voice&Data) Group. The award was given in acknowledgement for being a Catalyst of Change, Out-of-box Solutions, contribution in International Telco landscape and Innovative Strategies in managing with agility Premier Telco's IT.
- **Dataquest Business Technology Award 2015:** RCom was awarded by Dataquest for innovative implementation in BigData Predictive Analysis and Campaign Management.
- **Global Business CIOs 2015:** RCom CIO was awarded by iCMG Forum for the new way of thinking and effective decision making in business scenario
- **CIO Power List 2015:** RCom CIO was placed in "CIO POWER LIST 2015" by Centre for Recognition & Excellence for being one of the most powerful & influential CIOs of 2015.

About Reliance Communications

Reliance Communications Limited founded by the late Shri Dhirubhai H Ambani (1932-2002) is the flagship company of the Reliance Group. The Reliance Group had a net worth in excess of Rs. 93,500 crore (US\$ 15.0 billion), cash flows of Rs. 10,200 crore (US\$ 1.6 billion), net profit of Rs. 4,500 crore (US\$ 0.7 billion).

Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company has a customer base of over 118 million including over 2.6 million individual overseas retail customers. Reliance Communications corporate clientele includes over 39,000 Indian and multinational corporations including small and medium enterprises and over 290 global, regional and domestic carriers.

Reliance Communications has established a pan-India, next generation, integrated (wireless and wireline), convergent (voice, data and video) digital network that is capable of supporting best-of-class services spanning the entire communications value chain, covering over 21,000 cities and towns and over 400,000 villages. Reliance Communications owns and operates the world's largest next generation IP enabled connectivity infrastructure, comprising over 280,000 kilometers of fibre optic cable systems in India, USA, Europe, Middle East and the Asia-Pacific region.

Financial Results: Quarterly Summary

(Rs. Crore)

Particulars	1QFY15	1QFY16	Inc/ Dec (Y-o-Y)
Turnover			
India Operations	4,718	4,791	1.5%
Global Operations	1,073	1,117	4.1%
Total (post eliminations)	5,523	5,541	0.3%
EBITDA			
India Operations	1,693	1,695	0.1%
Global Operations	170	180	6.0%
Total (post eliminations)	1,863	1,875	0.7%
EBITDA margin	33.7%	33.8%	
Depreciation	931	973	4.5%
Financial Charges (net)	767	704	-8.2%
PBT	165	198	20.3%
Tax	1	9	
PAT (before minority interest / associates)	164	189	15.6%
PAT (after minority interest / associates)	132	177	34.2%