

RELIANCE COMMUNICATIONS ANNOUNCES
FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2016

TOTAL REVENUE AT RS. 5,142 CRORE, DOWN 4% Q-o-Q

EBITDA AT RS. 1,542 CRORE, DOWN 1% Q-o-Q

PAT AT RS. 39 CRORE, DOWN 28% Q-o-Q

**RESULTS FOR QUARTER IMPACTED BY INCREASE IN COMPETITIVE INTENSITY, MIGRATION
OF CDMA CUSTOMERS TO 4G LTE AND SEASONALITY FACTORS**

RPM AT 44.6 PAISA, DOWN 1% Q-O-Q AND ARPU AT RS. 155, UP 5% Q-o-Q

TOTAL DATA TRAFFIC AT 104.8 BILLION MB, UP 2% Q-O-Q AND 8% Y-o-Y

DATA USAGE PER SUBSCRIBER AT 944 MB, UP 8% Q-O-Q

35.1 MILLION DATA CUSTOMERS INCLUDING 24.5 MILLION 3G/4G CUSTOMERS

GLOBAL REVENUES AT RS. 1,089 CRORE, DOWN 8% Q-o-Q

GLOBAL EBITDA AT RS. 245 CRORE, UP 18% Q-o-Q

Mumbai, November 14, 2016: Reliance Communications Limited (RCOM) today announced its consolidated financial results for the quarter ended September 30, 2016. The Company has adopted Indian Accounting Standards (Ind AS) from April 1, 2016 with a transition date of April 1, 2015. The figures for the quarter ended September 30, 2015 have also been converted as per Ind AS for like-to-like comparison.

Key Highlights for Q2 FY17:

- 1. Consolidated Revenue & EBITDA:** RCOM Q2 revenue at Rs. 5,142 crore, down 4% from Rs. 5,361 crore in Q1. Q2 EBITDA at Rs. 1,542 crore, down 1% from Rs. 1,560 crore in Q1.
- 2. Net Profit at Rs. 39 crore.**
- 3. India Operations Revenue & EBITDA:** Q2 revenue at Rs. 4,488 crore, down 4% from Rs. 4,693 crore in Q1. Q2 EBITDA at Rs. 1,297 crore, down 4% from Rs. 1,353 crore in Q1.
- 4. Global Operations Revenue & EBITDA:** Q2 Revenues at Rs. 1,089 crore, down 8% from Rs. 1,185 crore in Q1. Q2 EBITDA at Rs. 245 crore, up 18% from Rs. 207 crore in Q1.

5. Key Performance Indicators (KPIs):

- a. **RPM:** RPM at 44.6 paisa, down 1% Q-o-Q
- b. **MOU:** Total MOU at 97.9 billion, down 2% Q-o-Q
- c. **ARPU:** ARPU at Rs. 155, up 5% Q-o-Q
- d. **Data Customers:** The total data customer base is 35.1 million including 24.5 million 3G/4G customers in Q2.
- e. **Data Traffic:** The total data traffic at 104.8 billion MB is up over 8% Y-o-Y. The traffic has increased mainly due to increase in data usage per subscribers.

6. Key Developments:

- a. **Reliance launched an innovative location based safety service, Reliance Spottr:** Reliance Spottr is an innovative location based service that will empower customers to ascertain safety and security of near and dear ones, while they are mobile. With this service, an RCOM customer can find location of upto five RCOM mobile numbers anywhere in India after securing consent from them. There are multiple utility scenarios for the service, like parents knowing location of kids returning from school, friends returning from a party, travel location of elderly parents, or SMEs tracking field-force. The service is available on USSD as well as on WAP for the entire gamut of customers having feature-phones or smartphones. Subscription to this service is available at a very attractive subscription fee of Rs. 10 for 10 days. To activate this service the customer can dial *121*10# (toll free) or visit m.spottr.rcom.co.in.
- b. **Launched Reliance Games arcade with a collection of more than 300 premium games:** Reliance Games Arcade is an own branded games store powered by Opera. This has collection of more than 300 premium games from International and Indian developers. Reliance subscribers, both prepaid and postpaid, can now access this store at Rs 15 for 10 days on auto renewal. All games' apps which are available for download from the store are full versions, include in-app purchases and allow users to enjoy an ad-free gaming experience. It is compatible with Android version 2.4 and onwards. The App is DRM protected which prohibits the customers to play further if subscription is discontinued. Data is charged for game download as per existing plans. Customer can preview the games at the store, free of cost, before subscription. After subscription, customers can download any game free of charge from the store.
- c. **Engaging with customers with Reliance Diwali Dhamaka Contest:** Reliance Diwali Dhamaka Contest was an IVR based Music contest around Diwali festival launched on 1st October'16 to 13th November'16, where GSM customers could listen music with various genres like romantic, dance & hit Bollywood songs, and also on participation in the contest, could get an opportunity to win a Apple iPad, a home theater and daily recharges.
- d. **GCX expands cloud ecosystem with Microsoft Azure ExpressRoute:** GCX in collaboration with Microsoft added Microsoft Azure ExpressRoute via GCX's CLOUD X Fusion with the ability to establish additional interconnections across multiple locations and offer enterprise customers secure and seamless access to the rapidly growing public cloud ecosystem. Through the interconnection of CLOUD X Fusion and

Microsoft Azure ExpressRoute, customers will benefit from the added flexibility and global reach to be more competitive as GCX also looks at new opportunities from the 'Digital India' initiatives.

- e. **GCX and BMC UK partnered to deliver 2018 FIFA World Cup qualifying match to Fans in Europe:** GCX and Broadcast Media Communications (BMC UK) together delivered an end-to-end connectivity solution for the Slovenia vs England 2018 FIFA World Cup qualifying match on 11th October, from Slovenia's Stožice Stadium, Ljubljana to ITV London studios. The broadcast from Slovenia to ITV London studios included an end-to-end network solution with fast, dedicated and reliable connectivity, as well as active monitoring of the transmission over GCX's Global Network to ensure consistent broadcast quality for European audiences.
- f. **GCX signed a strategic partnership with PLDT:** GCX signed a strategic partnership with PLDT, the leading telecom services provider in the Philippines, to support its global expansion plans through delivery of service requirements in Asia, Middle East and Europe.

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 currently has a net worth in excess of Rs. 100,840 crore (US \$15.2 billion), cash flows of over Rs 11,300 crore (US \$1.7 billion) and net profit of over Rs 5,100 crore (US\$ 0.8 billion).

Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company has a customer base of nearly 96 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.

Q2 FY17 Financial Results: Summary (IND AS)

(Rs. Crore)

Particulars	1Q FY17	2Q FY17	Inc/ Dec (Q-o-Q)
Turnover			
India Operations	4,693	4,488	-4.4%
Global Operations	1,185	1,089	-8.1%
Total (post eliminations)	5,361	5,142	-4.1%
EBITDA			
India Operations	1,353	1,297	-4.2%
Global Operations	207	245	18.4%
Total (post eliminations)	1,560	1,542	-1.2%
EBITDA margin	29.1%	30.0%	
Depreciation	830	833	0.5%
Financial Charges (net)	796	825	3.6%
PBT	(65)	(116)	77.5%
Tax	(154)	(177)	-
PAT (after minority interest / associates)	54	39	-28.4%