



## **Bharti Hexacom Limited**

### **Q4 FY25 Highlights**

- **Bharti Hexacom posts quarterly revenues of Rs 2,289 crore – up 22.5% YoY, up 1.7% QoQ.**
  - **Mobile services revenues up 22.0% YoY, led by tariff repair, strong smartphone customer additions and premiumization efforts.**
  - **Homes and Office business continues its growth impetus, revenues up 29.6% YoY led by strong customer additions. Reports net customer additions of 53 K, driven by growth in both FTTH and FWA.**
- **EBITDA at Rs 1,220 crore; EBITDA margin at 53.3%, improvement of 438 bps YoY. EBITDAaL at Rs. 1,066 crore with margin of 46.6%, up by 474 bps YoY.**
- **EBIT at Rs 677 crore; EBIT margin at 29.6%, improvement of 524 bps YoY**
- **Net income (before exceptional items) at Rs 380 crore, up by 70.9%YoY**
- **Net income (after exceptional items) at Rs 468 crore, compared to Rs. 223 crore YoY.**
- **Net Debt (excluding lease obligations) to EBITDAaL ratio (annualized) is at 0.87 times.**
- **Industry leading operational indicators showcasing strong business momentum and solid execution**
  - **4G/5G data customers up by 2.0 Mn YoY & 0.7 Mn QoQ, 76% of overall mobile customer base**
  - **Mobile ARPU increased to Rs 242 in Q4'25 vs Rs 204 in Q4'24**
  - **Mobile data consumption up by 23.5% YoY, consumption per customer at 27.7 GB per month**
  - **Homes and Office business saw sustained momentum with 53 K customer net additions in Q4'25**

***Bharti Hexacom announces results for the fourth quarter ended March 31, 2025***

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### **Highlights for the fourth quarter ended March 31, 2025**

- Overall customer base stands at ~28.58 million
- Total revenues at Rs 2,289 crore, up 22.5% YoY
- EBITDA at Rs 1,220 crore, up 33.5% YoY; EBITDA margin at 53.3%, expansion of 438 bps YoY
- EBITDAaL at Rs 1,066 crore, up 36.4% YoY; EBITDAaL margin at 46.6%, up by 474 bps YoY
- EBIT at Rs 677 crore, up 49.0% YoY; EBIT margin at 29.6%, expansion of 524 bps YoY
- Net Income (before exceptional items) at Rs 380 crore vs Rs 223 crore same quarter last year.
- Net Income (after exceptional items) at Rs 468 crore vs Rs 223 crore same quarter last year.
- Capex for the quarter at Rs 425 crore

### **Highlights for the year ended March 31, 2025**

- Revenues at Rs 8,548 crore, up 20.6% YoY on comparable basis
- EBITDA at Rs 4,372 crore and EBITDA margin at 51.1%, up 191 bps YoY
- Net Income (before exceptional items) at Rs 1,190 crore
- Net income (after exceptional items) at Rs 1,494 crore

**Gurugram, India, May 13, 2025:** Bharti Hexacom Limited (“Bharti Hexacom” or “the Company”) today announced its audited results for the fourth quarter ended March 31, 2025.

### **Q4'25 Performance:**

Revenues for Q4'25 at Rs 2,289 crore grew 22.5% YoY. Mobile data traffic at 1,683 PBs in the quarter with a healthy YoY growth of 23.5%.

Mobile revenues grew by 22.0% YoY led by tariff repair and our relentless focus to premiumize the portfolio and winning quality customers. We continue to deliver industry-leading ARPU growth along with strong growth in data consumption. ARPU for the quarter stood at Rs 242 as compared to Rs 204 in Q4'24.

We continue to garner strong market share of 4G/5G customers and added 2.0 Mn 4G/5G data customers to our network over last year, an increase of 10.3% YoY.



## Bharti Hexacom Limited – Media Release May 13, 2025

We rolled out 162 towers in the quarter to further strengthen our network coverage and provide seamless connectivity. We rolled out 793 towers in last 12 months to expand coverage and connectivity in rural as well as urban areas.

Bharti Hexacom, in collaboration with Bharti Airtel entered into a strategic partnership with Apple to bring the highly acclaimed Apple TV+ streaming services and Apple Music to Bharti Hexacom customers. This strategic partnership with Apple will allow Hexacom customers to get exclusive access to premium, compelling drama and comedy series, feature films, ground-breaking documentaries, and kids and family entertainment.

Homes and Office business maintains its rapid growth trajectory and delivered a revenue growth of 29.6% YoY, result of company's strategy to rapidly expand cities under coverage and deepening presence in cities and towns. We added 53 K customer additions in the quarter to reach to a total base of 0.4 Mn. We continue to accelerate our rollouts through asset light local cable operator partnership model, we are now live in 114 cities.

Overall EBITDA increased 33.5% YoY to Rs 1,220 crore in Q4'25. EBITDA margin improved from 48.9% in Q4'24 to 53.3% in Q4'25 led by operating leverage and cost efficiencies emerging from War on Waste program.

Overall EBIT increased by 49.0% YoY to Rs 677 crore. Consolidated Net Income (before exceptional items) for the quarter stands at Rs 380 crore. Consolidated Net Income (after exceptional items) for the quarter stands at Rs 468 crore.

Net Debt-EBITDA ratio (annualized) and including the impact of leases as on March 31, 2025 is at 1.49 times. Net Debt (excluding lease obligations) to EBITDAaL ratio (annualised) is at 0.87 times.

We continue to optimize the capital structure with judicious capital allocation to strengthen the balance sheet.

We prepaid Rs. 858 Cr in Mar'25 towards deferred liabilities to DoT for the spectrum purchased in in the year 2024. With this, Bharti Hexacom has now fully prepaid all deferred liabilities pertaining to spectrum acquired in auction of year 2024.

For FY25, the Board has recommended a final dividend of Rs. 10 per fully paid-up equity share of face value of Rs. 5 each.

### Summary of Statement of Income – represents Statement of Income as per Indian Accounting Standards (Ind-AS)

(Amount in Rs crore, except ratios)

Particulars	Quarter Ended		Y-o-Y Growth	Year Ended		Y-o-Y Growth
	Mar-25	Mar-24		Mar-25	Mar-24	
Total revenues	2,289	1,868	22.5%	8,548	7,089	20.6%
EBITDA	1,220	914	33.5%	4,372	3,490	25.3%
EBITDA/ Total revenues	53.3%	48.9%	4.4%	51.1%	49.2%	1.9%
EBIT	677	454	49.0%	2,265	1,751	29.3%
EBIT/ Total revenues	29.6%	24.3%	5.2%	26.5%	24.7%	1.8%
Profit before tax	513	301	70.5%	1,596	1,226	30.2%
Net Income (before exceptional items)	380	223	70.9%	1,190	912	30.5%
Net Income (after exceptional items)	468	223	110.5%	1,494	504	196.1%

### Customer Base

(Figures in nos, except ratios)

Particulars	Unit	Mar-25	Dec-24	Q-o-Q Growth	Mar-24	Y-o-Y Growth
Overall	000's	28,577	28,010	2.0%	27,646	3.4%

### About Bharti Hexacom

Bharti Hexacom is a communications solutions provider offering consumer mobile services, fixed-line telephone and broadband services to customers in the Rajasthan and the North East telecommunication circles in India, which comprises the states of Arunachal Pradesh, Manipur, Meghalaya, Mizoram, Nagaland and Tripura. It offers services under the brand 'Airtel'. Airtel is a global communications solutions provider with over 500 million customers in 17 countries across South Asia and Africa. For more details visit [www.bhartihexacom.in](http://www.bhartihexacom.in)

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