



Bharti Hexacom Limited

Q1 FY26 Highlights

- **Bharti Hexacom posts quarterly revenues of Rs 2,263 crore – up 18.4% YoY. Net income (before exceptional items) at Rs 392 crore – more than doubled on YoY basis.**
 - **Mobile services revenues increased by 17.8% YoY, attributed to tariff repair, strong smartphone data customer additions and improvement in portfolio mix.**
 - **Homes and Office business continue to see step-up in growth trajectory with revenue growth of 38.0% YoY driven by strong customer acquisition. The quarter reported net customer additions of 54K, reflecting expansion across both FTTH and FWA segments.**
- **EBITDA at Rs 1,217 crore; EBITDA margin at 53.8%, improvement of 606 bps YoY. EBITDAaL at Rs 1,079 crore with margin of 47.7%, up by 735 bps YoY.**
- **EBIT at Rs 677 crore; EBIT margin at 29.9%, improvement of 816 bps YoY**
- **Net income (before exceptional items) at Rs 392 crore, up by 102.9%YoY**
- **Net income (after exceptional items) at Rs 392 crore, compared to Rs 511 crore YoY.**
- **Net Debt (excluding lease obligations) to EBITDAaL ratio (annualized) is at 0.65 times.**
- **Operational indicators demonstrate strong business momentum and sharp execution:**
 - **Smartphone data customers up by 1.6 Mn YoY & 0.3 Mn QoQ, 77% of overall mobile customer base**
 - **Mobile ARPU increased to Rs 246 in Q1'26 vs Rs 205 in Q1'25**
 - **Mobile data consumption up by 23.8% YoY, consumption per customer at 29.4 GB per month**
 - **Homes and Office business saw sustained momentum with 54K net customer additions in Q1'26**

Bharti Hexacom announces results for the first quarter ended June 30, 2025

Highlights for the first quarter ended June 30, 2025

- Overall customer base stands at 28.65 million
- Total revenues at Rs 2,263 crore, up 18.4% YoY
- EBITDA at Rs 1,217 crore, up 33.5% YoY; EBITDA margin at 53.8%, expansion of 606 bps YoY
- EBITDAaL at Rs 1,079 crore, up 40.0% YoY; EBITDAaL margin at 47.7%, up by 735 bps YoY
- EBIT at Rs 677 crore, up 62.8% YoY; EBIT margin at 29.9%, expansion of 816 bps YoY
- Net Income (before exceptional items) at Rs 392 crore vs Rs 193 crore same quarter last year.
- Net Income (after exceptional items) at Rs 392 crore vs Rs 511 crore same quarter last year.
- Capex for the quarter at Rs 227 crore

Gurugram, India, August 5th, 2025: Bharti Hexacom Limited ("Bharti Hexacom" or "the Company") today announced its audited results for the first quarter ended June 30, 2025.

Q1'26 Performance:

Revenues for Q1'26 at Rs 2,263 crore, grew 18.4% YoY.

Mobile revenues increased 17.8% YoY, driven by tariff repair and a focus on premiumising the portfolio. We saw strong ARPU growth, reaching Rs 246 this quarter compared to Rs 205 in Q1'25, alongside higher data consumption. Mobile data traffic at 1,824 PBs in the quarter with a healthy YoY growth of 23.8%.

We have maintained robust growth in our smartphone market share, adding 1.6 million smartphone data customers to our network over the past year, representing a YoY increase of 7.9%.

Over the past 12 months, we have deployed 518 towers to enhance coverage and connectivity across both rural and urban areas.



Bharti Hexacom Limited – Media Release August 5, 2025

The Homes and Office business has sustained its strong growth momentum, achieving a YoY revenue increase of 38.0%. This performance reflects the company's strategic focus of expanding coverage into new cities and deepening its presence in existing markets. During the quarter, we added 54K customers, bringing our total customer base to 502K. Our continued emphasis on an asset-light partnership model with local cable operators has enabled us to accelerate rollouts and extend our reach, currently operating in 115 cities.

Overall EBITDA rose by 33.5% YoY to Rs 1,217 crore in Q1'26. The EBITDA margin increased from 47.7% in Q1'25 to 53.8% in Q1'26, due to operating leverage and cost reduction associated with the War on Waste program.

Overall EBIT increased by 62.8% YoY to Rs 677 crore.

Consolidated Net Income (after exceptional items) for the quarter stands at Rs 392 crore.

Net Debt to EBITDA ratio (annualized) and including the impact of leases as on June 30, 2025 stands at 1.30 times. Net Debt (excluding lease obligations) to EBITDAaL ratio (annualised) at 0.65 times compared to 0.87 times as of Mar'25.

We are consistently optimizing our capital structure through judicious allocation of resources, thereby reinforcing the robustness of our balance sheet.

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 Jun'25	Quarter Ended Mar'25	Q-o-Q Growth	Quarter Ended Jun'24	Y-o-Y Growth
Total revenues	2,263	2,289	-1.1%	1,911	18.4%
EBITDA	1,217	1,220	-0.2%	912	33.5%
<i>EBITDA/ Total revenues</i>	53.8%	53.3%	0.5%	47.7%	6.1%
EBIT	677	677	0.1%	416	62.8%
<i>EBIT/ Total revenues</i>	29.9%	29.6%	0.4%	21.8%	8.2%
Profit before tax	527	513	2.6%	258	103.8%
Net Income (before exceptional items)	392	380	3.0%	193	102.9%
Net Income (after exceptional items)	392	468	-16.4%	511	-23.4%

Customer Base

(Figures in nos, except ratios)

Particulars	Unit	Jun-25	Mar-25	Q-o-Q Growth	Jun-24	Y-o-Y Growth
Overall	000's	28,648	28,577	0.2%	27,917	2.6%

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 600 million customers in 15 countries across India and Africa. Airtel also has its presence in Bangladesh and Sri Lanka through its associate entities. For more details visit www.bhartihexacom.in

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