Bharti Hexacom Limited

Q2 FY27 Highlights

- **Total revenues registered a growth of 11.4% YoY and 2.9% QoQ, reaching Rs 2,582 crore in Q2'27**
  - **Mobile services revenue growth of 9.9% YoY, was driven by a sustained ARPU improvement and growth in smartphone customer base**
  - **Revenue from Homes, Office and Other services segment increased 49.0% YoY, underpinned by continued expansion of Wi-Fi and IPTV services, resulting in robust customer additions over the past year**
- **EBITDA rose 12.8% YoY to Rs 1,417 crore, with EBITDA margin expanding by 65 bps YoY to 54.9%**
- **EBITDAaL increased 14.2% YoY to Rs 1,254 crore, with margin improving 118 bps YoY to 48.6%**
- **EBIT grew 16.3% YoY to Rs 816 crore, with margin improvement of 132 bps YoY to 31.6%**
- **Net income (before exceptional items) increased 34.4% YoY to Rs 566 crore**
- **Net Debt to EBITDA ratio (annualised) improved to 0.87 compared to 1.25 as of Sep 30, 2025**
- **Net Debt (excluding lease obligations) to EBITDAaL ratio (annualised) further strengthened to 0.31 from 0.64 as of Sep 30, 2025**
- **Capex for the quarter was Rs 336 crore, reflecting continued investments across digital network and infrastructure expansion**
- **Strong operational performance was driven by disciplined execution and focus on winning with quality customers:**
  - **Smartphone data customer base expanded by 1.2 million YoY, with smartphone penetration reaching 80% of total mobile customer base**
  - **Mobile ARPU increased to Rs 264 in Q2'27 from Rs 251 in Q2'26, reflecting continued improvement in customer mix and portfolio premiumisation**
  - **Average monthly data usage per customer increased by 23.9% over past year, reaching to 38.1 GB**
  - **Homes, Offices and Other segment continued its robust growth by adding 428 K customers over the past year**

Gurugram, India, November 05, 2026: Bharti Hexacom Limited ("Bharti Hexacom" or "the Company") today announced its audited results for the quarter ended Sep 30, 2026

Q2'27 Performance:

Bharti Hexacom delivered another quarter of strong performance, with revenues increasing to Rs 2,582 crore, up 11.4% YoY and 2.9% QoQ.

Mobile revenues increased 9.9% YoY, driven by our focus on winning with quality customers and improving portfolio mix. ARPU improved to Rs 264 in Q2'27 as compared to Rs 251 in Q2'26.

Our smartphone data customers base expanded steadily, with 1.2 million new customers added over the past year, representing a YoY increase of 5.2%. Mobile data traffic for the quarter surged to 2,526 PBs representing a YoY increase of 30.6%.

During the quarter, we enhanced our Postpaid plans by adding Apple's newly expanded iCloud+, which now also includes Apple TV and Apple Arcade, offering greater value and strengthening our differentiated postpaid proposition.

We deployed 411 towers over the last one year to strengthen coverage and enhance customer experience.

The Homes, Office and Other services segment, remains a key growth driver, delivering 49.0% YoY revenue growth, driven by strong net customer additions led by acceleration across Wi-Fi and IPTV offerings. Customer base increased to 989 K , and Fiber network footprint expanded to 122 cities as compared to 117 cities in Q2'26.

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 Sep'26	Quarter Ended Jun'26	Q-o-Q Growth	Quarter Ended Sep'25	Y-o-Y Growth
Total revenues	2,582	2,510	2.9%	2,317	11.4%
EBITDA	1,417	1,375	3.0%	1,256	12.8%
EBITDA/ Total revenues	*54.9%*	*54.8%*	0.1%	*54.2%*	0.7%
EBIT	816	770	6.0%	702	16.3%
EBIT/ Total revenues	*31.6%*	*30.7%*	0.9%	*30.3%*	1.3%
Profit before tax	701	653	7.4%	564	24.3%
Net Income (before exceptional items)	566	482	17.3%	421	34.4%

Customer Base

(Customer Base in '000s, except percentages)

Particulars	Sep-26	Jun-26	Q-o-Q Growth	Sep-25	Y-o-Y Growth
Overall	**29,957**	**29,902**	**0.2%**	**28,598**	**4.8%**
Mobile Services	28,968	28,984	-0.1%	28,036	3.3%
Homes, Offices and Other Services	989	918	7.8%	561	76.1%

About Bharti Hexacom

Bharti Hexacom is a communications solutions provider offering mobile, fixed-line telephone, Wi-Fi and IPTV 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. The company offers its services under the brand 'Airtel'. Airtel is a global communications solutions provider with over 650 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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