



Another quarter of consecutive revenue growth; Subscriber upgrade to 4G continues

Highlights for the Quarter

- Revenue up 0.6% QoQ to Rs. 107.2 billion supported by improving subscriber mix and 4G subscriber additions
- EBITDA (pre-Ind AS 116) for the quarter improved from Rs. 20.2 billion in Q1FY24 to Rs. 20.6 billion
- ARPU for the quarter stood at Rs. 142 vs Rs. 139 in Q1FY24 (QoQ growth of 2.1%)
- 4G subscriber base increased to 124.7 million vs 122.9 million in Q1FY24
- Continued network capacity expansion supported by spectrum refarming and network upgrade
- Vi offered best voice quality as per TRAI “MyCall” App data for 30 out of 35 months between November 2020 and September 2023

Financial Highlights

Consolidated (Rs Mn)	Q1FY24	Q2FY24
Revenue	106,555	107,163
EBITDA	41,570	42,828
EBITDA%	39.0%	40.0%
Depreciation & Amortisation	56,165	56,673
EBIT	(14,595)	(13,845)
Interest and Financing Cost (Net)	63,769	65,345
Share of Profit/(Loss) from JV & associates	(6)	(12)
PBT	(78,370)	(79,202)
PAT	(78,400)	(87,379)
Other Comprehensive Income (net of Tax)	28	(87)
Total Comprehensive Income (Consolidated)	(78,372)	(87,466)

Akshaya Moondra, CEO, Vodafone Idea Limited, said “We are pleased to report another quarter of consecutive revenue growth, improvement in ARPU and 4G subscriber additions. We have also revamped our customer offerings over last few quarters to make our offerings more relevant to the customers with the changing customer needs and evolving industry landscape. We remain focused on our execution to effectively compete in the market. We remain engaged with our lenders for further debt fund raising as well as with other parties for equity and equity linked fund raising, to make required investments for network expansion, including 5G rollout.”



Financial highlights

Revenue for the quarter stood at Rs. 107.2 billion, a QoQ improvement of 0.6% aided by better subscriber mix and 4G subscriber additions. On a reported basis, EBITDA for the quarter grew by 3.0% from Rs. 41.6 billion in Q1FY24 to Rs. 42.8 billion and EBITDA margins were at 40%. EBITDA excluding IndAS116 impact grew by 2.3% and was at Rs. 20.6 billion compared to Rs. 20.2 billion in Q1FY24.

Capex spend for the quarter stood at Rs. 5.2 billion.

The total gross debt (excluding lease liabilities and including interest accrued but not due) as of September 30, 2023 stood at Rs. 2,127.8 billion comprising of deferred spectrum payment obligations of Rs. 1,351.3 billion and AGR liability of Rs. 681.8 billion that are due to the Government, debt from banks and financial institutions of Rs. 78.6 billion and Optionally Convertible Debentures amounting to Rs. 16.1 billion. The net debt stood at Rs. 2,126.6 billion. The debt from banks and financial institution has reduced by Rs. 72.2 billion during the last one year (was at Rs. 150.8 billion in Q2FY23).

Operational highlights

Our focused approach to investments continues biased towards our 17 priority circles and are expanding our high speed broadband network coverage and capacity by rolling out new 4G sites on the existing locations, upgrading our core and transmission network as well as by refarming 2G/3G spectrum to 4G. Our overall broadband site count stood at around 440,500 as of September 30, 2023 and during the quarter we added around 900 4G sites. Till date, we have deployed ~74,900 TDD sites in addition to the deployment of ~13,900 Massive MIMO sites and ~13,000 small cells. Further, we continue to expand our LTE 900 presence in 14 circles at multiple locations, including through dynamic spectrum refarming, to improve customer experience. Our 4G network covers over 1 billion Indians (4G coverage is the population reached/covered by VIL with its 4G network).

We are in discussion with various network vendors for finalisation of our 5G rollout strategy. We continue to work with various partners to develop use cases and build device ecosystem. We also have the highest rated voice quality in the country as per TRAI's 'MyCall' App data for 30 out of 35 months between November 2020 and September 2023. Our relentless pursuit to offer better experience to our customers is clearly visible through these network investment initiatives.

The 4G subscriber base continued to grow for the ninth successive quarter and stood at 124.7 million as on September 30, 2023 vs 122.9 million in Q1FY24, an addition of 1.8 million 4G subscribers. With improving operations, we have seen lowest quarterly subscriber decline of 1.6 million since merger. The overall subscriber base stood at 219.8 million. ARPU improved to Rs. 142, up 2.1% QoQ vs Rs. 139 in Q1FY24 primarily aided by migration of subscribers to higher ARPU plans. We continue to see high data usage per broadband customer at ~15.8 GB/month with the total data traffic for the quarter witnessing QoQ growth of 2%.



We recently launched our new brand campaign - 'Be Someone's We', rooted in the company's vision of being a partner to its customers; in building a better today and a brighter tomorrow. This is relevant in today's world as several studies indicate that people from all walks of life, especially the GenZ & millennials are struggling with challenges such as loneliness and social isolation; impacting their overall well-being. The campaign underscores the crucial need to establish genuine emotional connections in our ever evolving phy-gital world. This campaign is designed to deliver a powerful message of supporting one another through both good and challenging times and illustrate how a network can serve as a bridge for forming human/social bonds, promoting inclusivity and fostering a sense of togetherness.

Further, we revamped our customer offerings to make them relevant to the customers with the changing customer needs. In a country as diverse as India, where cultures, languages, and even last names often overlap, telecom companies have traditionally offered one-size-fits-all plans. Recognizing this, we have pioneered a new era of personalization offering the freedom to select and customize benefits tailored to their unique preferences, reflecting the spirit of India's diversity.

In line with our digital offering strategy, we continue to add to our array of content offerings, digital products and services through partnerships on Vi App. During the quarter, we launched 'Vi One' a converged proposition to the consumers offering fiber, mobility and over-the-top (OTT) under a single plan. This has been launched in 3 circles currently, in partnership with You Broadband and will be expanded to other circles in partnership with other ISPs.

In this fast-evolving digital era, enterprise needs have broadened for various services and solutions be it security, connectivity, or cloud. To cater to these growing needs and as part of our ongoing portfolio expansion, we have partnered with Yotta Data Services to enhance our data center Colocation and Cloud services portfolio. It will augment our extensive market presence with Yotta's leadership in high-quality data centers, cloud infrastructure, and service delivery capabilities to aid the digital transformation journey of Indian enterprises. We are connected with all major data centers and cloud service providers and hence are well-positioned to offer end-to-end solutions including colocation, managed hosting, public cloud, and direct cloud connects, and security on our high-speed backbone network.

About Vodafone Idea Ltd.

Vodafone Idea Limited is an Aditya Birla Group and Vodafone Group partnership. It is amongst India's leading telecom service provider. The Company provides pan India Voice and Data services across 2G, 3G and 4G platforms. Company holds large spectrum portfolio including mid band 5G spectrum in 17 circles and mmWave 5G spectrum in 16 circles. To support the growing demand for data and voice, the Company is committed to deliver delightful customer experiences and contribute towards creating a truly 'Digital India' by enabling millions of citizens to connect and build a better tomorrow. The Company is developing infrastructure to introduce newer and smarter technologies, making both retail and enterprise customers future ready with innovative offerings, conveniently accessible through an ecosystem of digital channels as well as extensive on-ground presence. The Company's equity share are listed on National Stock Exchange (NSE) and the BSE in India.

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**Vodafone Idea Limited (formerly Idea Cellular Limited)
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