

**13<sup>th</sup> May, 2019**

**National Stock Exchange of India Limited**  
"Exchange Plaza",  
Bandra - Kurla Complex,  
Bandra (E),  
Mumbai – 400 051

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

Dear Sirs,

**Sub: Audited Financial Results for the fourth quarter and financial year ended 31<sup>st</sup> March 2019 - Quarterly Report**

**Ref: "Vodafone Idea Limited" (IDEA / 532822)**

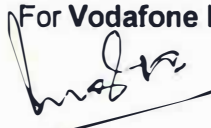
In continuation of our letter of even date, we are enclosing herewith a copy of the Quarterly Report being issued on the performance of the Company for the fourth quarter and financial year ended 31<sup>st</sup> March, 2019.

The above is for your information and dissemination to the public at large.

Thanking you,

Yours truly,

For **Vodafone Idea Limited**



**Pankaj Kapdeo**  
**Company Secretary**



Encl: As above



## **QUARTERLY REPORT**

Fourth Quarter ended March 31, 2019

**STRONGER TOGETHER. FOR YOU.**

**Vodafone Idea Limited**

India's leading telecom company



**Vodafone Idea Limited** (formerly Idea Cellular Limited)

An Aditya Birla Group & Vodafone partnership

**Registered Office:** Suman Tower, Plot No. 18, Sector 11, Gandhinagar - 382 011, Gujarat, India  
[www.vodafoneidea.com](http://www.vodafoneidea.com)

## Supplemental Disclosures

Unless stated otherwise, the financial data in this report is derived from our un-audited / audited financial statements prepared in accordance with Ind AS adopted in Q1FY17, with transition date of April 01, 2015. The earlier period financial data is based on IGAAP. Our financial year ends on 31<sup>st</sup> March of each year, so all references to a particular financial year are to the twelve months ending March 31 of that year. In this report, any discrepancies in any table between the total and the sums of the amounts listed are due to rounding-off. There are significant differences between Indian GAAP, IFRS, Ind AS and U.S. GAAP; accordingly, the degree to which the Ind AS financial statements will provide meaningful information is dependent on the reader's familiarity with Indian accounting practices. Any reliance by persons not familiar with Indian accounting practices on the financial information presented in this report should accordingly be limited. We have not attempted to explain such differences or quantify their impact on the financial data included herein.

Unless stated otherwise, industry data used throughout this report has been obtained from industry publications. Industry publications generally state that the information contained in those publications has been obtained from sources believed to be reliable but that their accuracy and completeness are not guaranteed and their reliability cannot be assured. Although we believe that industry data used in this report is reliable, it has not been independently verified.

Actual results may differ materially from those suggested by the forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to successfully implement our strategy, our growth and expansion, technological changes, our exposure to market risks, general economic and political conditions in India which have an impact on our business activities or investments, the monetary and interest policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in domestic and foreign laws, regulations and taxes and changes in competition in the industry.

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## 1. Vodafone Idea Limited (formerly Idea Cellular Limited) – An Overview

Vodafone India Limited has merged into Idea Cellular Limited (ICL) on 31<sup>st</sup> August, 2018. Consequently, the name of the company has been changed from ICL to Vodafone Idea Limited. Vodafone Idea Limited is an Aditya Birla Group and Vodafone Group partnership. It is India's leading telecom service provider. The company provides Voice and Data services on 2G, 3G and 4G technologies across 22 service areas. With its large spectrum portfolio 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 world-class 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 the ground presence. The Company is listed on the National Stock Exchange (NSE) and the BSE in India.

### 1.1 Promoter Groups

**Vodafone Group** is one of the world's largest telecommunications companies and provides a range of services including voice, messaging, data and fixed communications. Vodafone Group has mobile operations in 25 countries, partnerships with mobile networks in 41 more, and fixed broadband operations in 19 countries. As of December 31, 2018, Vodafone Group had approximately 700 million mobile customers and 21 million fixed broadband customers, including all of the customers in Vodafone's joint ventures and associates.

**Aditya Birla Group**, a US\$44 billion corporation, is one of the largest business group in India, and is in the league of Fortune 500. The Aditya Birla Group is a conglomerate with operations in 34 countries having business interest, among others, in mobile telecommunications, metals and mining, fashion retail, cement, carbon black, textiles, garments, chemicals, fertilizer and financial services industries etc.

## 1.2 Corporate Structure

Vodafone Idea Limited											
100% Subsidiaries								Joint Venture		Associate	
Idea Cellular Services Limited	Idea Telesystems Limited	Vodafone Business Services Limited	Mobile Commerce Solutions Limited	Vodafone M-Pesa Limited	Vodafone India Ventures Limited	You Broadband India Limited	Vodafone Foundation	Vodafone Towers Limited	Firefly Networks Limited	Indus Towers Limited	Aditya Birla Idea Payment Bank Limited
Manpower Services	Trading of communication devices	Data Centre, OSP Services	Trading of communication devices	Mobile Wallet services	Shared service center	Fixed line Broadband	Section 8 Company - CSR activities	will hold fibre assets post demerger	Wi-Fi Site Acquisitions, Installation, Maintenance	Passive infrastructure	Payments Bank

### Other subsidiaries (Insignificant business / non-operating)

- Vodafone India Digital Limited
- Vodafone Technology Solutions Limited
- You System Integration Private Limited
- Connect India Mobile Technologies Private Limited

## 1.3 Business Segments

### 1.3.1 Mobility

- **Voice Business** – Vodafone Idea offers Voice services coverage in all 22 service areas on the Vodafone and Idea brand. The company covers around 90% of the Indian population in over 470,000 towns and villages with its Voice services. The company has also introduced 4G VoLTE across all 22 circles to provide enhanced voice experience to its 4G subscribers and for better capacity management.
- **Broadband Services** – The broadband services of Vodafone Idea on 3G and 4G platforms are available in all 22 service areas of India for both brands – Vodafone and Idea. The company’s broadband coverage is available in over 273,000 towns and villages, covering 69.1% of the Indian population.
- **Content Offerings** – To provide best in class contents to its customers through the applications Vodafone Play and Ideas Movies & TV, the company has tied up with various content creators and aggregators like Eros, Sony, Zee, Sun, Shemaroo, Hoichoi, TV Today, Discovery and others. Both these apps provide a range of content including Movies, Live TV, TV shows, Originals and short videos. Additionally, the company has tie ups with leading content providers like Amazon Prime and Netflix for its premium customers.

### 1.3.2 Enterprise Services

Vodafone Idea Business services provides total communications solutions to empower global and Indian corporations, public sector & government bodies, small & medium enterprises and start-ups. From market-leading enterprise mobility, robust Fixed Line connectivity and world-class IoT Solutions to

superior business communication & cloud and insightful business analytics & enabling Solutions, we bring the smartest and newest technologies to serve businesses in the digital era. With the advantage of its global expertise and knowledge of local markets, Vodafone Idea Business Services endeavors to be a trusted and valued partner for businesses in a digital world.

### **1.3.3 Payments Bank**

Aditya Birla Idea Payment Bank Limited (APIPBL) on April 03, 2017, received banking license from RBI. Payments Banking services were launched on February 22, 2018. Presently, the Bank is running a pilot across five districts of Gujarat and Maharashtra to test business concepts along with evaluation of its systems and processes. The Bank has also launched its Mobile Banking, Internet Banking and UPI services. The Payments Bank intends to promote a wide range of banking products & services including current and savings bank account, domestic remittances, merchant payments and enterprise solutions.

Vodafone India Limited was merged with Idea Cellular Limited to form a new entity, Vodafone Idea Limited with effect from August 31, 2018. The merger had resulted in Vodafone Idea Limited holding 100% ownership of Vodafone M-Pesa Limited (VMPL) besides 49% shareholding in Aditya Birla Idea Payments Bank Limited (ABIPBL). As per the RBI guidelines, same promoter group cannot have Payments Banking business in one entity and Prepaid Payment Instruments (PPI) business in another entity. Based on various discussions, the Regulator had initially permitted these two entities to carry on the business until December 31, 2018 which was later extended to March 31, 2019. Presently, VMPL has applied to RBI for further extension of its PPI license while also evaluating option of merging this business with associate entity or any third party.

## 2. Our Strengths

### 2.1 Spectrum Portfolio

Vodafone Idea has a total of 1,849.6 MHz of spectrum across difference frequency bands out of which 1,714.8 MHz spectrum is liberalised and can be used towards deployment of any technology (2G, 3G, 4G or 5G). Further, 1,316.8 MHz of spectrum acquired through auction between year 2014 to 2016 is having the validity until 2034 to 2036. This large spectrum portfolio across 22 circles will allow the company to create enormous broadband capacity.

Circle	Administrative Spectrum		Liberalised Spectrum					Total FDDx2+TDD
	900	1800	900	1800	2100	2300	2500	
Andhra Pradesh	-	6.2	5.0	6.6	5.0	-	10.0	55.6
Assam	-	-	-	25.0	5.0	-	20.0	80.0
Bihar	-	4.4	-	13.4	5.0	-	10.0	55.6
Delhi	-	8.0	10.0	10.6	5.0	-	20.0	87.2
Gujarat	-	-	11.0	20.8	10.0	-	30.0	113.6
Haryana	-	-	12.2	15.8	15.0	-	20.0	106.0
Himachal Pradesh	-	4.4	-	11.2	5.0	-	10.0	51.2
Jammu & Kashmir	-	-	-	17.0	5.0	-	10.0	54.0
Karnataka	-	8.0	5.0	11.0	5.0	-	-	58.0
Kerala	-	-	12.4	20.0	10.0	10.0	20.0	114.8
Kolkata	-	-	7.0	15.0	10.0	-	20.0	84.0
Madhya Pradesh	-	-	7.4	18.6	5.0	10.0	20.0	92.0
Maharashtra	-	-	14.0	12.4	15.0	10.0	30.0	122.8
Mumbai	-	4.4	11.0	10.2	10.0	-	20.0	91.2
North East	-	-	-	25.8	5.0	-	20.0	81.6
Orissa	-	-	5.0	17.0	5.0	-	20.0	74.0
Punjab	-	6.2	5.6	15.0	10.0	-	10.0	83.6
Rajasthan	-	6.2	6.4	10.0	15.0	-	20.0	95.2
Tamil Nadu	6.2	1.0	-	11.4	15.0	-	-	67.2
Uttar Pradesh (East)	-	6.2	5.6	8.6	20.0	-	20.0	100.8
Uttar Pradesh (West)	6.2	-	5.0	14.4	10.0	-	20.0	91.2
West Bengal	-	-	6.6	23.4	5.0	-	20.0	90.0
<b>Total</b>	<b>12.4</b>	<b>55.0</b>	<b>129.2</b>	<b>333.2</b>	<b>195.0</b>	<b>30.0</b>	<b>370.0</b>	<b>1,849.6</b>

### 2.2 Large Customer Base



Vodafone Idea is the largest mobile telecommunications company in India in terms of subscribers. The company had over 334.1 million subscribers as of March 31, 2019. As the company is expanding its broadband coverage and capacity, this large subscriber base provides a great platform for the company upgrade voice only customers to users of data services, digital content & payment services.

### 2.3 Robust Network Infrastructure

The company has large network assets in the form of 2G, 3G, 4G equipment and country wide optical fibre cable (OFC). The company has over 192,000 2G sites and around 372,000 broadband (3G+4G) sites. The company continues to expand its broadband population coverage which stands at 69.1% as of March 2019. The company has a combined portfolio of ~345,000 km of OFC (vs. ~340,000 in

December 2018) including own built, IRU OFC and including common routes. The incremental capex coupled with redeployment of co-located broadband sites will allow the company to expand its broadband coverage and create large capacities. Consolidation of spectrum with each site using spectrum of both the erstwhile entities will provide further capacity increase on each site.

## 2.4 Strong Brands

We have two strong brands that, we believe, have contributed significantly to our strong market position. We also believe that our brands  and  are complementary in nature with each brand having a strong affinity with different segments of customer across 22 service areas.

## 2.5 Enterprise Offerings

The company is well positioned in enterprise offerings across industry verticals. Vodafone Idea Business Services has clear leadership in IoT offerings which is an emerging segment and has potential to grow multi fold in the near future amid government's push towards 'Digital India' and 'Smart Cities'. The company has built strong relationship with its enterprise customers by providing Enterprise grade solutions and services over last several years. The strong relationship with customers and global know how of Vodafone Group provide strong platform for future growth in this segment.

## 2.6 Tower Investments (Indus)

Indus Towers Ltd. (Indus), a joint venture between Bharti Infratel Ltd., Vodafone Group and Vodafone Idea Ltd, is one of the world's leading tower company with 123,546 towers and a tenancy ratio of 1.86 as of March 31, 2019. Vodafone Idea owns 11.15% stake in Indus. The proportionate profit/loss of Indus is presently consolidated at the PAT level in Vodafone Idea's financial statements.

On 25th April 2018, the merger of Bharti Infratel and Indus towers was announced which will create a listed pan-India tower company. Vodafone Idea has the option to either: (1) sell its 11.15% shareholding in Indus towers for cash based on a valuation formula linked to the VWAP for Bharti Infratel's shares during the 60 trading days at the end of Vodafone Idea's election period which triggers post completion of all regulatory approvals required for the merger. This would be equivalent to a cash consideration of ~Rs. 61.6 billion (as at March 31, 2019) subject to closing adjustments or alternatively; (2) receive new shares in the combined company based on the Merger ratio (1,565 shares of Bharti Infratel for every 1 Indus towers share) subject to closing adjustments.



### 3. Financial Highlights

#### A. Profit & Loss Account (Rs mn)

	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19
Gross Revenue	61,373	58,892	76,636	117,648	117,750
Opex	46,901	52,297	72,022	106,279	99,897
EBITDA	14,473	6,595	4,614	11,368	17,853
<b>EBITDA Margin</b>	<b>23.6%</b>	<b>11.2%</b>	<b>6.0%</b>	<b>9.7%</b>	<b>15.2%</b>
Depreciation & Amortisation	20,854	20,924	30,059	47,734	46,639
EBIT	(6,382)	(14,329)	(25,445)	(36,365)	(28,786)
Interest and Financing Cost (net)	9,743	13,844	19,511	26,068	27,894
Share of Profit from Indus & Payments Bank	744	599	422	398	549
Exceptional Items					
- Impairment (non-cash)			(100)	(350)	(5,061)
- Other Exceptional Items/ Gain on sale of ICISL	-	33,645	(5,558)	(7,658)	(6,397)
PBT	(15,380)	6,071	(50,192)	(70,043)	(67,589)
Tax Expenses	(5,759)	3,505	(454)	(19,997)	(18,770)
PAT	(9,621)	2,565	(49,738)	(50,046)	(48,819)
<b>Other comprehensive income (net of Tax)</b>	<b>316</b>	<b>70</b>	<b>233</b>	<b>(11)</b>	<b>36</b>
<b>Total comprehensive income for the period</b>	<b>(9,306)</b>	<b>2,636</b>	<b>(49,505)</b>	<b>(50,057)</b>	<b>(48,783)</b>

**Note:** The merger of Vodafone India with Idea cellular was completed on August 31, 2018, accordingly the consolidated financials include Vodafone India figures from August 31, 2018. Hence, Q2FY19, Q3FY19 & Q4FY19 figures as reported above are not comparable to earlier periods.

## B. Balance Sheet (Rs mn)

Particulars	As on	
	31-Dec-18	31-Mar-19
<b>Assets</b>		
<b>Non-current assets</b>		
Property, plant and equipment	512,653	502,526
Capital work-in-progress	13,719	23,587
Investment property	675	672
Goodwill on consolidation	36	36
Other Intangible assets	1,275,666	1,274,767
Intangible assets under development	46,534	27,443
Investments accounted for using the equity method	14,728	15,298
Financial assets		
Long term loans to employees	12	8
Other non-current financial assets	11,951	10,362
Deferred Tax Assets	84,581	103,385
Other non-current assets	153,590	155,099
<b>Total non-current assets (A)</b>	<b>2,114,145</b>	<b>2,113,183</b>
<b>Current assets</b>		
Inventories	38	42
Financial assets		
Current investments	77,025	67,088
Trade receivables	40,736	33,000
Cash and cash equivalents	10,587	8,428
Bank balance other than cash and cash equivalents	1,432	1,480
Short term loans	23	19
Other current financial assets	892	680
Other current assets	66,669	71,260
<b>Total current assets (B)</b>	<b>197,402</b>	<b>181,997</b>
<b>Assets classified as held for sale (C)</b>	<b>1,971</b>	<b>1,815</b>
<b>Total Assets (A+B+C)</b>	<b>2,313,518</b>	<b>2,296,995</b>
<b>Equity and liabilities</b>		
<b>Equity</b>		
Equity share capital	87,354	87,356
Other equity	558,000	508,992
<b>Total equity (A)</b>	<b>645,354</b>	<b>596,348</b>
<b>Non-Current Liabilities:</b>		
<b>Financial liabilities</b>		
Long term borrowings	1,156,078	1,044,029
Trade payables	2,759	8,680
Other non-current financial liabilities	84,026	97,381
Long term provisions	4,013	3,467
Deferred tax liabilities (net)	413	471
Other non-current liabilities	3,929	4,235
<b>Total Non-Current Liabilities (B)</b>	<b>1,251,218</b>	<b>1,158,263</b>
<b>Current Liabilities:</b>		
Financial liabilities		
Short term borrowings	10,906	41,207
Trade payable	127,751	126,486
Current maturities of long term debt	69,654	174,163
Other current financial liabilities	129,730	129,783
Other current liabilities	77,509	69,499
Short term provisions	412	379
<b>Total Current Liabilities (C)</b>	<b>415,962</b>	<b>541,517</b>
<b>Liabilities classified as held for sale (D)</b>	<b>984</b>	<b>867</b>
<b>Total equity and liabilities (A+B+C+D)</b>	<b>2,313,518</b>	<b>2,296,995</b>

## 4. Key Performance Indicators

Mobility KPIs	Unit	Vodafone Idea			
		Q1FY19	Q2FY19	Q3FY19	Q4FY19
Subscriber Base (EoP)	mn	435.4	422.3	387.2	334.1
VLR Subscribers (EoP)	mn	411.6	402.8	390.8	368.3
Net VLR Subscriber addition	mn	(5.8)	(8.7)	(12.0)	(22.5)
Pre-paid Subs (% of EoP subscribers)	%	94.2%	94.3%	93.9%	93.1%
Average Revenue per User (ARPU) Blended	INR	92	88	89	104
Average Minutes of Use per User (MoU)	min	555	568	580	662
Blended Churn	%	4.1%	4.3%	5.0%	7.2%
2G Coverage - No. of Census Towns	no.	7,985	7,986	7,955	7,938
2G Coverage - No. of Villages	no.	478,554	479,187	472,381	462,593
2G Coverage - Population	mn	1,104	1,104	1,097	1,084
% of Population	%	91.2%	91.3%	90.7%	89.5%
Broadband Coverage - No. of Census Towns	no.	7,519	7,580	7,573	7,570
Broadband Coverage - No. of Villages	no.	231,117	253,205	263,915	265,464
Broadband Coverage - Population	mn	779	817	833	836
% of Population	%	64.4%	67.6%	68.8%	69.1%
Total Unique Towers (EoP)	no.	201,854	202,650	198,171	192,580
Total Unique Broadband Towers (EoP)	no.	151,544	155,511	157,683	155,632
Total Broadband sites (3G+4G)	no.	340,709	365,575	376,816	371,922
Total Minutes of Use	mn	732,837	731,195	712,283	702,749
Total Data Volume (2G+3G+4G)	mn MB	2,028,393	2,426,213	2,705,157	2,947,472
Total Data Suscribers (2G+3G+4G)	mn	141.7	140.1	146.3	146.3
Broadband Subscribers (3G+4G)	mn	95.3	99.7	107.9	110.2
4G Subscribers	mn	57.4	65.8	75.3	80.7
Data Usage by Broadband Subscriber (3G+4G)	MB	7,141	8,142	8,546	8,815

Note: Q1FY19 and Q2FY19 numbers are pro-forma figures.

## 5. Management Discussion and Analysis

### Financial highlights

The strategic initiatives taken post-merger to improve revenues and ARPU, have started to become visible in our financial results. The average daily revenue (ADR) for the quarter grew 2.3% QoQ after witnessing successive declines for the 11 prior quarters, benefitting from the introduction of 'service validity vouchers'. Revenue for the quarter was Rs. 117.8 billion, up 0.1% QoQ, lower than the ADR growth due to fewer days in Q4FY19.

Total operating expenses for the quarter declined sequentially due to the realisation of merger synergies. Q4 underlying operating expenses of Rs. 74.8 billion (excluding licence fees & spectrum usage charges and roaming & access charges) declined by Rs. 12.8 billion compared to Q1 after adjusting for certain one-offs of ~Rs. 2bn, inflation driven cost increases and incremental network rollout. This is equivalent to an annualised synergy realisation of ~Rs. 51 billion, ~60% of the Rs. 84 billion synergy target. As a result of the synergy realisation EBITDA increased to Rs. 17.9 billion, a 57% QoQ improvement. EBITDA normalized for one-offs stands at Rs. 15.9 billion, a 39.4% QoQ improvement.

Depreciation & Amortisation charges were Rs. 46.6 billion and Interest & Finance charges were Rs. 27.9 billion for the quarter. Capex has now been ramped up to Rs. 32.3 billion for the quarter. The pro-forma capex spend for FY19 was Rs. 102.2 billion.

Gross debt as at March 31, 2019 was Rs. 1,259.4 billion, including deferred spectrum payment obligations due to the Government of Rs. 906.8 billion. Cash & cash equivalents were Rs. 75.5 billion resulting in net debt of Rs. 1,183.9 billion (vs Rs. 1,149 billion in Q3FY19).

### Integration update

Following the merger of Vodafone India and Idea Cellular on August 31, 2018, we have accelerated the integration of the two businesses and are on track to deliver Rs. 84 billion of targeted run-rate costs synergies by FY21, two years ahead of the initial target set at the time of the merger announcement in March 2017.

Network integration continues to move at a fast pace. Customers of both brands now enjoy a unified network experience across the ten service areas of West Bengal (December 2018), Andhra Pradesh, Haryana, Madhya Pradesh, Himachal Pradesh, Assam, North East, J&K (January 2019), Bihar (February 2019) and Punjab (March 2019), along with part of the Delhi circle (East NCR), following the consolidation of spectrum and the radio access network. Post integration, the capacity in these circles has increased by ~34% QoQ, leading to improved Net Promoter Score and higher download speeds.

In addition, we are offering a unified 4G experience in Bangalore (January 2019) and Orissa (March 2019). In other circles, network integration is progressing on a cluster-by-cluster basis and subscribers of both the brands are gradually moving to a network with greater coverage and capacity. Further, we have enhanced capabilities of some of our 900 MHz sites to provide 4G service through dynamic spectrum refarming in the service areas of Kerala and Delhi.

As a result of our focus on accelerating network integration, we have removed surplus equipment on 24,000 sites out of the total 67,000 co-located sites. Additionally, we have also exited ~9,900 low utilization sites. Both initiatives have yielded significant cost savings for the company.

On the operational side, we have already completed the integration of distributors, retailers, service stores and service centres. We also signed a multi-year agreement with IBM for deployment of future-fit technologies including Cloud, Advanced Analytics and Business Intelligence to enhance the company's digital transformation and deliver further cost savings.

### **Operational highlights**

We introduced 'service validity vouchers' on a national basis during Q3, which required customers to make a minimum recharge of Rs. 35 (28 days validity). As expected, this resulted in a decline of 53.2 million subscribers as 'Incoming-only' or 'Low ARPU' customers migrated their spending from multiple SIMs to single SIM, taking the overall subscriber base to 334.1 million. The service validity vouchers resulted in QoQ increase in ADR, despite the decline in subscriber numbers. Consequently, ARPU for the quarter grew by 16.3% QoQ to Rs. 104 (vs Rs. 89 in Q3).

We added 8,915 4G TDD sites during the quarter to augment capacity, and deployed massive MIMO on around 2,000 sites in select key locations. However, unique broadband locations and broadband sites declined this quarter as the process of redeployment is currently underway. Once the redeployment exercise is completed the overall broadband site count, and subsequently, the population coverage would improve significantly. Our 4G population coverage reached 65% as of March 31, 2019, compared to less than 50% for each of the brands in August 2018.

During the quarter, we added 5.4 million 4G customers, taking the overall 4G subscriber base to 80.7 million. The broadband subscriber base for the quarter was 110.2 million. Total data volumes grew by 9% to 2,947 billion MB compared to the last quarter and the average daily data volume increased by 11.4% (32.7 billion MB in Q4 vs 29.4 billion MB in Q3). Total minutes on the network declined by 1.3% during the quarter, due to reduction in incoming minutes following the disconnection of 'Incoming only' or 'Low ARPU' customers.

### **Fund raising / Asset monetisation**

The company successfully completed India's largest rights issue raising Rs. 250 billion. The strong participation from public shareholders (ex-promoters) resulted in 1.2x subscription for the public component of the issue.

The merger of Bharti Infratel and Indus Towers has received approval from the Competition Commission India, the Securities and Exchange Board of India, shareholders and creditors. An application for sanction of the scheme has been filed with the NCLT and the matter is listed for final hearing. Vodafone Idea has an option to sell its 11.15% stake in Indus, which has an implied value of ~Rs. 61.6 billion (based on the VWAP for Bharti Infratel's shares during the last 60 trading days as at March 31, 2019), for cash at completion.

The company is also exploring options to monetize over 158,000 Kilometers of intra-city and inter-city fibre.

## 6. Performance at a glance

Particulars	Unit	IGAAP	Ind AS					Ind AS	
		FY 15 <sup>1</sup>	FY 16 <sup>1</sup>	FY 17 <sup>1</sup>	FY 18 <sup>1</sup>	FY 19 <sup>2</sup>	Q3FY19	Q4FY19	
<b>Operating figilgits</b>									
Subscriber base (EoP)	mn	157.8	175.1	189.5	194.5	334.1	387.2	334.1	
Total Broadband sites (3G+4G)	No.	30,291	64,703	110,054	154,910	371,922	376,816	371,922	
<b>Financial figilgits</b>									
Gross Revenue	Rs mn	315,548	359,494	355,757	282,789	370,925	117,648	117,750	
EBITDA	Rs mn	97,941	120,063	102,436	60,476	40,430	11,368	17,853	
PAT	Rs mn	34,772	23,781	(4,075)	(41,628)	(146,038)	(50,046)	(48,819)	
Net Worth	Rs mn	228,518	232,642	250,990	276,638	596,348	645,354	596,348	
Loan Funds	Rs mn	258,754	405,413	550,546	579,851	1,259,399	1,236,638	1,259,399	
Cash & Cash Equivalent	Rs mn	130,714	20,996	49,825	56,596	75,516	87,612	75,516	
Net Debt	Rs mn	128,041	384,417	500,721	523,256	1,183,883	1,149,026	1,183,883	
Net Debt to Net Worth	unit	0.56	1.65	1.99	1.89	1.99	1.78	1.99	

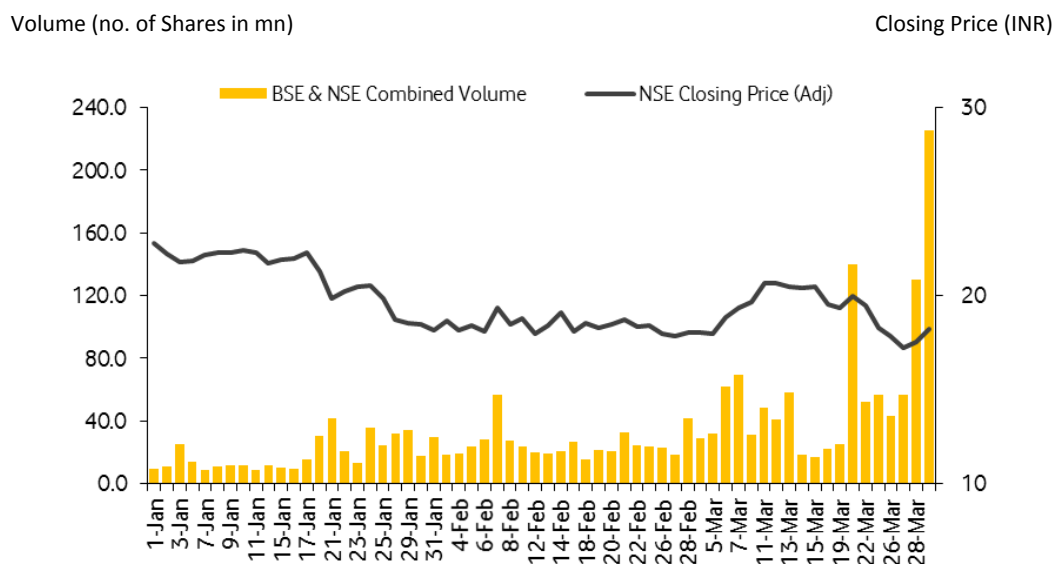
<sup>1</sup> The earlier period results are on Idea and its 100% subsidiaries. Effectively, this encompasses all operations for erstwhile Idea cellular, excluding Indus and ABIPBL.

<sup>2</sup> The merger of Vodafone India with Idea cellular was completed on August 31, 2018, accordingly the consolidated financials include Vodafone India figures from August 31, 2018.

## 7. Stock Market Highlights

General Information		
BSE Code		532822
NSE Symbol		IDEA
Reuters		IDEA.NS
No of Shares Outstanding (31/03/2019)	mn	8735.56
Closing Market Price - NSE (31/03/2019)	INR/share	18.25
Combined Volume (NSE & BSE) (01/01/2019 to 31/03/2019)	mn/day	33.9
Combined Value (NSE & BSE) (01/01/2019 to 31/03/2019)	INR mn/day	1031.1
Market Capitalisation (31/03/2019)	INR bn	159
EPS for the Quarter (Annualised)	INR/share	-22.4
Enterprise Value (31/03/2019)	INR bn	1343
Price to Earning	times	NA
Price to Book Value	times	0.6

### Vodafone Idea Daily Stock Price (NSE) & Volume (Combined of BSE & NSE) Movement



## 8. Shareholding Pattern

Particulars	As on March 31, 2019		As on May 10, 2019 (Post Rights)	
	No. of Shares	% holding	No. of Shares	% holding
<b>Promoter and Promoter Group</b>				
Aditya Birla Group	2,275,103,721	26.04%	7,811,686,182	27.18%
Vodafone Group	3,955,576,455	45.28%	12,755,576,455	44.39%
<b>Total Promoter Holding</b>	<b>6,230,680,176</b>	<b>71.33%</b>	<b>20,567,262,637</b>	<b>71.57%</b>
<b>Public Shareholding</b>				
Institutional Holding	1,537,395,015	17.60%	6,606,722,352	22.99%
Non-Institutional Holding	967,483,138	11.08%	1,561,404,251	5.43%
<b>Total</b>	<b>8,735,558,329</b>	<b>100.00%</b>	<b>28,735,389,240</b>	<b>100.00%</b>



## 9. Glossary

Definitions/Abbreviation	Description/Full Form
ARPU (Average Revenue Per User)	Is calculated by dividing services revenue (exclusive of infrastructure, fixed line and device revenues) for the relevant period by the average number of subscribers during the period. The result obtained is divided by the number of months in that period to arrive at the ARPU per month figure.
Broadband Subscriber / Broadband Data Subscriber	Any subscriber with data usage of more than 0KB on 3G or 4G network in last 30 days.
Churn	Is calculated by dividing gross add-net add for the relevant period by the average number of subscribers during the period. The result obtained is divided by the number of months in that period to arrive the churn.
Data Subscriber	Any subscriber with data usage of more than 0KB in last 30 days.
EBITDA (Earnings before interest, tax, depreciation and amortisation)	This is the amount after deducting operating expenditure from total income. Total income is comprised of service revenue, sales of trading goods and other income. Operating expenditure is comprised of cost of trading goods, personnel expenditure, network operating expenditure, license and WPC charges, roaming and access charges, subscriber acquisition and servicing expenditure, advertisement and business promotion expenditure and administration & other expenses.
Effective Tax Rate	Is calculated as tax charged to Profit and Loss Account divided by PBT (excluding Indus Dividend)
Enterprise Value	Is the summation of Market Capitalisation and consolidated Net Debt
EPS	Earnings per share, is calculated by dividing the Profit after Tax for the period by the weighted average number of outstanding equity shares.
EoP	End of period
FY	Financial year ending March 31
GSM	Global System for Mobile communications, the most popular standard for mobile telephony in the world
Gross Investment in Fixed Assets	Till FY16 – it is considered as equal to reported Gross Block +CWIP under IGAAP From Q1FY17 onwards, Additions during the period and change in CWIP is added to Gross Block + CWIP (as per IGAAP) value of March 31, 2016
Gross Revenue	Is the summation of service revenue, revenue from sale of trading goods and other income
Ind AS	Indian Accounting Standard
Indian GAAP	Indian Generally Accepted Accounting Principles

<b>Definitions/Abbreviation</b>	<b>Description/Full Form</b>
Market Capitalisation	Number of outstanding shares at end of the period multiplied by closing market price (NSE) at end of the period
Net Adds	Refers to net customer additions which is calculated as the difference between the closing and the opening customers for the period
Net Debt	Total loan funds reduced by cash and cash equivalents
Net Worth	Calculated as the summation of Share Capital and Reserves & Surplus reduced by debit balance of Profit & Loss account (if any)
Price to Book Value	Is calculated by dividing the closing market price at the end of the period (NSE) by the Book Value/ Share (Net Worth divided by the number of outstanding equity shares)
Price to Earning	Is calculated by dividing the closing market price (NSE) at the end of the period by the annualised EPS
Site	Represent unique combination of Technology and Spectrum band (frequency)
Service Area/ Circle	Unless otherwise specifically mentioned, means telecom service areas in India as defined by the DoT

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