

Parameters	Unit	Mar 31, 2018	Dec 31, 2017	Q-on-Q Growth	Mar 31, 2017	Y-on-Y Growth
Customer Base	000's	304,192	290,113	4.9%	273,648	11.2%
VLR	%	107.2%	99.2%		97.3%	
Net Additions	000's	14,079	8,066	74.6%	7,796	80.6%
Re-Fbid (as % of total Customer Base)	%	93.9%	93.7%		93.7%	
Monthly Churn	%	2.8%	3.3%		3.6%	
Average Revenue Per User (ARPU)	Rs	116	123	-5.9%	158	-26.7%
Average Revenue Per User (ARPU)	US\$	1.8	1.9	-5.3%	2.3	-23.5%
Revenue per towers per month	Rs	206,785	215,670	-4.1%	264,007	-21.7%
Revenues						
Mobile Services ¹²	Rs Mn	102,221	105,709	-3.3%	127,612	-19.9%
<i>Voice</i>						
Minutes on the network	Mn	592,657	494,546	19.8%	381,236	55.5%
Voice Usage per customer	min	670	575	16.6%	471	42.3%
<i>Data</i>						
Data Customer Base	000's	86,077	70,836	21.5%	57,362	50.1%
<i>Of which Mobile Broadband customers</i>	000's	76,578	62,149	23.2%	42,716	79.3%
<i>As % of Customer Base</i>	%	28.3%	24.4%		21.0%	
Total MBs on the network	Mn MBs	1,539,746	1,105,839	39.2%	225,109	584.0%
Data Usage per customer	MBs	6,585	₅ > ³⁴⁹	23.1%	1,331	394.7%
Note 12: Excludes revenues from network groups building / providing fiber connectivity and group			eliminations.			
4.4 Homes Services						
Parameters	Unit	Mar 31, 2018	Dec 31, 2017	Q-on-Q Growth	Mar 31, 2017	Y-on-Y Growth
Homes Customers	000's	2,172	2,164	0.4%	2,129	2.0%
<i>Of which no. of broadband (DSL) customers</i>	000's	2,042	2,024	0.9%	1,966	3.9%
<i>As % of Customer Base</i>	%	94.0%	93.5%		92.3%	
Net additions	000's	8	5	77.7%	27	-69.6%
Average Revenue Per User (ARPU)	Rs	929	948	-2.0%	1,064	-12.6%
Average Revenue Per User (ARFU)	US\$	14.5	14.7	-1.4%	15.9	-8.8%
Non Voice Revenue as % of Homes revenues	%	91.4%	90.2%		89.4%	