

Parameters	Unit	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017
Total Customers Base	000'S	322,292	307,964	299,471	297,841	290,329
Mobile Services						
Customer Base	000's	304,192	290,113	282,047	280,647	273,648
VLR	%	107.2%	99.2%	96.5%	96.9%	97.3%
Net Additions	000's	14,079	8,066	1,400	6,999	7,796
Fre-Ffeid (as a % of total Customer Base)	%	93.9%	93.7%	93.7%	93.8%	93.7%
Monthly Churn	%	2.8%	3.3%	3.9%	3.8%	3.6%
Average Revenue Ffer User (ARFU)	Rs	116	123	145	154	158
Average Revenue Ffer User (ARFU)	US\$	1.8	1.9	2.2	2.4	2.3
Revenue per towers per month	Rs	206,785	215,670	250,234	264,200	264,007
Revenues						
Mobile Services ¹²	Rs Mn	102,221	105,709	122,115	128,570	127,612
<i>Voice</i>						
Minutes on the network	Mn	592,657	494,546	437,142	421,912	381,236
Voice Usage per customer	min	670	575	518	507	471
<i>Data</i>						
Data Customer Base	000's	86,077	70,836	65,769	62,560	57,362
<i>Of which Mobile Broadband customers</i>	000's	76,578	62,149	55,218	48,911	42,716
<i>As % of Customer Base</i>	%	28.3%	24.4%	23.3%	22.3%	21.0%
Total MBs on the network	Mn MBs	1,539,746	1,105,839	783,809	472,385	225,109
Data Usage per customer	MBs	6,585	5,349	4,087	2,611	1,331
Homes Services						
Homes Customers	000's	2,172	2,164	2,159	2,137	2,129
<i>Of which no. of Broadband (DSL) customers</i>	000's	2,042	2,024	2,001	1,978	1,966
<i>As % of Customer Base</i>	%	94.0%	93.5%	92.7%>	92.6%	92.3%
Net Additions	000's	8	5	23	8	27
Average Revenue Ffer User (ARFU)	Rs	929	948	989	1,048	1,064
Average Revenue Ffer User (ARFU)	US\$	14.5	14.7	15.4	16.3	15.9
Non Voice Revenue as % of Homes Revenues	%	91.4%	90.2%	90.4%	89.1%	89.4%
Digital TV Services						
Digital TV Customers	000's	14,168	13,937	13,521	13,314	12,815
Net additions	000's	230	416	207	499	228
Average Revenue Ffer User (ARFU)	Rs	228	233	233	228	228
Average Revenue Ffer User (ARFU)	US\$	3.5	3.6	3.6	3.5	3.4
Monthly Churn	%	1.1%	1.2%	1.4%	0.9%	1.2%
Airtel Business						
Airtel Business customer__	000's	1,760	1,749	1,743	1,743	1,736