



Wavecon Telecom Analysis



₹ 31.9bn

Revenue



₹ 200.7

ARPU



161.7M

TAU



12.6M

TUsU

₹ 4.0bn

MA

₹ 16.0bn

Before 5G

₹ 15.9bn

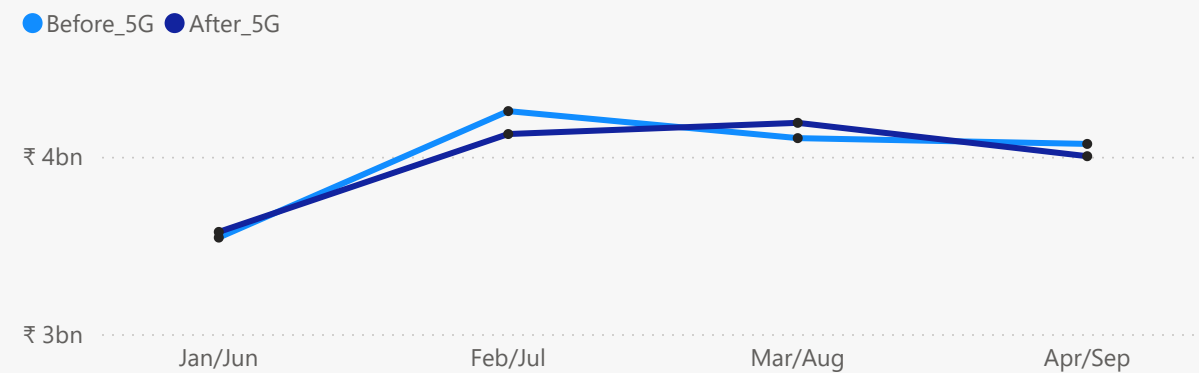
After 5G

-0.50%

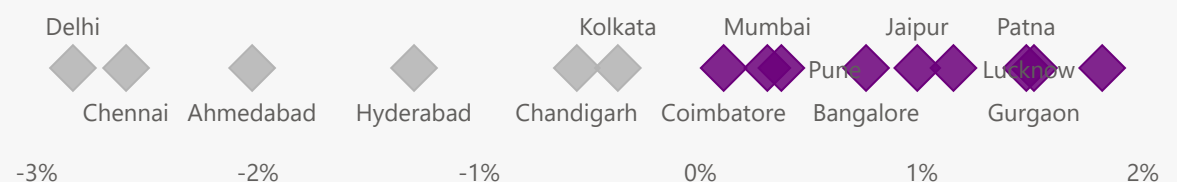
Chg%

| City Name | Total Revenue | Before_5G | After_5G | Chg% |
|------------|---------------|-----------|-----------|--------|
| Mumbai | ₹ 4,896M | ₹ 2,444M | ₹ 2,452M | 0.31% |
| Delhi | ₹ 3,872M | ₹ 1,964M | ₹ 1,908M | -2.83% |
| Kolkata | ₹ 3,844M | ₹ 1,926M | ₹ 1,918M | -0.37% |
| Bangalore | ₹ 3,386M | ₹ 1,687M | ₹ 1,699M | 0.75% |
| Chennai | ₹ 2,964M | ₹ 1,501M | ₹ 1,462M | -2.59% |
| Pune | ₹ 2,598M | ₹ 1,296M | ₹ 1,301M | 0.37% |
| Hyderabad | ₹ 2,357M | ₹ 1,186M | ₹ 1,171M | -1.29% |
| Ahmedabad | ₹ 1,871M | ₹ 945M | ₹ 926M | -2.02% |
| Jaipur | ₹ 1,409M | ₹ 701M | ₹ 708M | 0.98% |
| Lucknow | ₹ 1,308M | ₹ 648M | ₹ 660M | 1.82% |
| Patna | ₹ 982M | ₹ 487M | ₹ 495M | 1.48% |
| Coimbatore | ₹ 914M | ₹ 457M | ₹ 457M | 0.11% |
| Chandigarh | ₹ 612M | ₹ 307M | ₹ 305M | -0.55% |
| Gurgaon | ₹ 547M | ₹ 271M | ₹ 275M | 1.51% |
| Bhopal | ₹ 215M | ₹ 157M | ₹ 150M | -1.15% |
| Total | ₹ 31,874M | ₹ 15,977M | ₹ 15,897M | -0.50% |

Monthly Trend



City Chg%

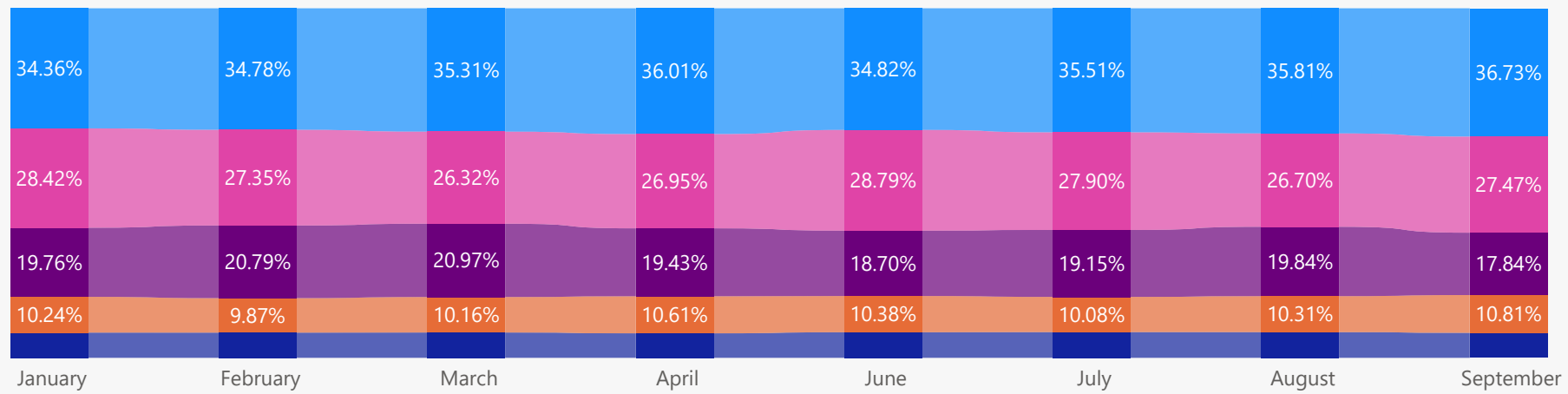


Value

%

Market Share

PIO_Ms Others_Ms Dadafone_Ms WaveCon_Ms Britel_Ms



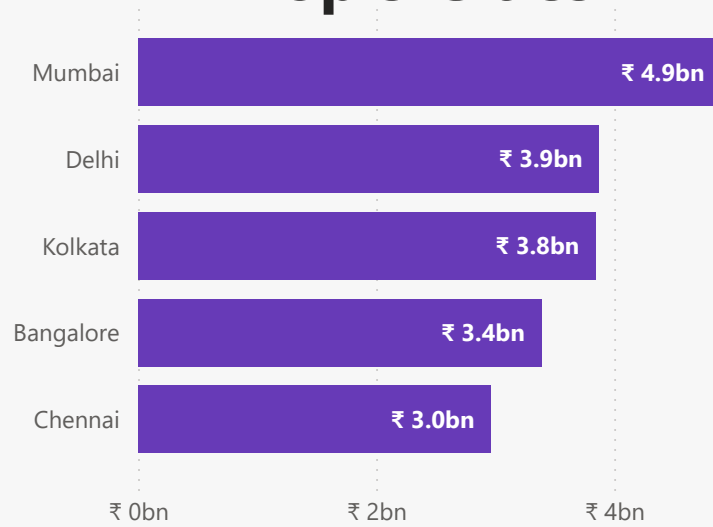
Revenue

AU

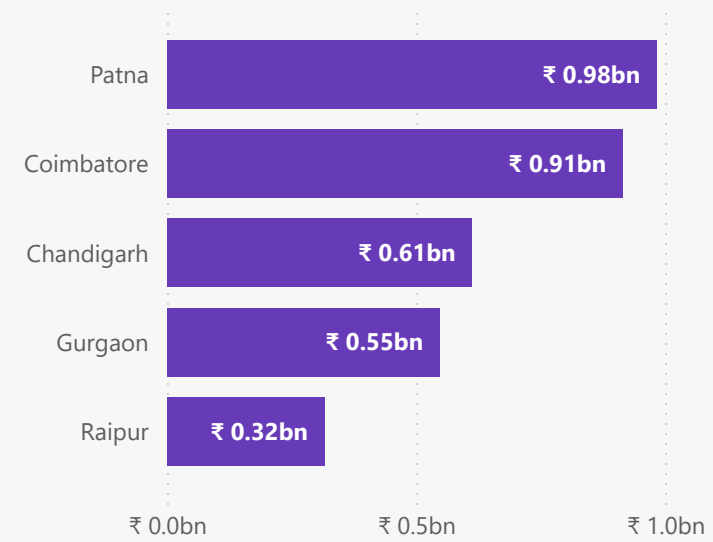
Usub

ARPU

Top 5 Cities



Bottom 5 Cities



before/after_5g



city_name



All



All



p1



Smart Recharge Pack (2 GB / Day Combo For 3 months)

4.2bn

Total Revenue

1.8bn

Revenue - Before 5G

2.4bn

Revenue - After 5G

Monthly Revenue

| plan | January | February | March | April | June | July | August | September |
|------|---------|----------|--------|--------|--------|--------|--------|-----------|
| p1 | ₹ 396M | ₹ 503M | ₹ 466M | ₹ 448M | ₹ 536M | ₹ 628M | ₹ 620M | ₹ 603M |
| p2 | ₹ 326M | ₹ 409M | ₹ 386M | ₹ 368M | ₹ 340M | ₹ 388M | ₹ 392M | ₹ 368M |
| p3 | ₹ 296M | ₹ 349M | ₹ 353M | ₹ 321M | ₹ 304M | ₹ 341M | ₹ 335M | ₹ 317M |
| p4 | ₹ 243M | ₹ 280M | ₹ 274M | ₹ 278M | ₹ 200M | ₹ 237M | ₹ 229M | ₹ 212M |
| p5 | ₹ 216M | ₹ 285M | ₹ 258M | ₹ 246M | ₹ 144M | ₹ 172M | ₹ 179M | ₹ 157M |
| p6 | ₹ 167M | ₹ 197M | ₹ 199M | ₹ 187M | ₹ 109M | ₹ 135M | ₹ 126M | ₹ 125M |
| p7 | ₹ 123M | ₹ 158M | ₹ 156M | ₹ 146M | ₹ 33M | ₹ 35M | ₹ 45M | ₹ 43M |
| p8 | ₹ 94M | ₹ 120M | ₹ 111M | ₹ 110M | | | | |
| p9 | ₹ 52M | ₹ 59M | ₹ 57M | ₹ 58M | | | | |
| p10 | ₹ 23M | ₹ 37M | ₹ 34M | ₹ 38M | | | | |
| p11 | | | | | ₹ 414M | ₹ 486M | ₹ 478M | ₹ 482M |
| p12 | | | | | ₹ 255M | ₹ 300M | ₹ 306M | ₹ 300M |
| p13 | | | | | ₹ 72M | ₹ 82M | ₹ 82M | ₹ 79M |

Top



Bottom

Cities

Mumbai

₹ 0.61bn

Kolkata

₹ 0.51bn

Delhi

₹ 0.50bn

Bangalore

₹ 0.44bn

Chennai

₹ 0.41bn

₹ 0.0bn

₹ 0.5bn