RELIANCE COMMUNICATIONS ANNOUNCES
FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2015

PAT AT RS. 156 CRORE, UP 1.9% Y-O-Y

INDIA OPERATIONS REVENUE AT RS. 4,701 CRORE, UP 0.4% Y-O-Y

TOTAL REVENUE AT RS. 5,355 CRORE, DOWN 0.9% Y-O-Y

EBITDA AT RS. 1,782 CRORE, DOWN 2.5% Y-O-Y

TOTAL DATA TRAFFIC AT 97.3 BILLION MB, UP 48% Y-O-Y

HIGHEST DATA USAGE PER SUBSCRIBER IN THE INDUSTRY AT 894 MB, UP 18.8% Y-O-Y

37.2 MILLION DATA CUSTOMERS INCLUDING 19.1 MILLION 3G CUSTOMERS

TOTAL MOU AT 102.5 BILLION, UP 0.4% Y-O-Y AND ARPU AT RS. 138, UP 0.7% Y-O-Y

RPM AT 45 PAISA, UP 0.9% Y-O-Y

Mumbai, November 6, 2015: Reliance Communications Limited (RCom) today announced its consolidated financial results for the quarter ended September 30, 2015.

Key Highlights for Q2FY16:

1. **Net Profit at Rs. 156 crore, up 1.9%** from Rs. 153 crore in Q2 previous year.

2. **Consolidated Revenue & EBITDA:** RCom Q2 revenue at Rs.5,355 crore, down 0.9% from Rs. 5,403 crore in Q2 previous year. Q2 EBITDA at Rs. 1,782 crore, down 2.5% from Rs. 1,827 crore in Q2 previous year.

3. **India Operations Revenue & EBITDA:** Q2 revenue at Rs. 4,701 crore, up 0.4% from Rs. 4,680 crore in Q2 previous year. Q2 EBITDA at Rs. 1,605 crore, down 3.4% from Rs. 1,663 crore in Q2 previous year.

4. **Global Operations Revenue & EBITDA**: Q2 Revenues at Rs. 1,062 crore, up by 5.5% from Rs. 1,007 crore in Q2 previous year. Q2 EBITDA at Rs. 177 crore, up 7.2% from Rs. 165 crore in Q2 previous year.

Reliance Communications Limited, Registered Office: H, Block, 1st Floor, Dhirubhai Ambani Knowledge City, Navi Mumbai – 400 710 Tel: 022-3038 6286, Fax: 022-3037 6622
CIN No: L45309MH2004PLC147531

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5. **Key Performance Indicators (KPIs):**

   a. **RPM:** RPM at 45 paisa, up 0.9% Y-o-Y

   b. **MOU:** Total MOU at 102.5 billion, up 0.4% Y-o-Y

   c. **ARPU:** ARPU at Rs.138, up 0.7% Y-o-Y

   d. **Data Customers:** The total data customer base has grown 25.3% Y-o-Y to 37.2 million including 19.1 million 3G customers in Q2.

   e. **Data Traffic:** The total data traffic at 97.3 billion MB is up 48% Y-o-Y. The traffic has increased due to increase in data subscribers and higher data usage per customer.

6. **Key Developments:**

   a. **RCom announces first consolidation in Indian telecom sector:** RCom announced the signing of definitive documents for demerger of Sistema's Indian wireless business, carried on by Sistema Shyam Teleservices Ltd. (SSTL) under the MTS brand, into RCom. RCom will acquire approx. 9 million customers and approx. Rs. 1,500 crore of annual revenues by virtue of the transaction. In addition, RCom will acquire SSTL's most valuable and superior 800 / 850 MHz band spectrum, ideally suited for 4G LTE services, to complement its own unique nationwide footprint of minimum 5 MHz contiguous 800 / 850 MHz spectrum aggregating 148.75 MHz. This will extend the validity of RCOM's spectrum in 800 / 850 MHz band in 8 important circles by a period of 12 years from 2021 till 2033.

   b. **Celebrating the Festivals of India, "Maha Utsav":** On the auspicious festivals of Ganeshotsav, Onam and Janmashtami, RCom has offered devotional and relevant popular bollywood songs, arti, shlokas, caller tunes, wall papers, live Streaming and more through its voice portal 543219, WAP and SMS short code. Customers could also participate in contest and win exciting prizes.

   c. **India South Africa Cricket Series and Soccer Event Indian Super League on R World**: To address the info-entertainment needs of customers during the India – South Africa Cricket series and ISL, RCom has made available the relevant content on RWorld. Customers can stream and download match schedule, scores, videos of important match moments etc by subscribing to weekly data packs. This is promoted using SMS with embedded WAP links for easy content discovery and subscription.

   d. **MyStore *129#: Launch of Unlimited Proposition in voice and data:** RCom had launched the MyStore *129# portal, a OneStop Mall for subscribers to choose single/multiple pack from the list and enjoy calls at best rates, get higher Talktime, higher data benefits along with personalized offerings for each subs under special offers.

   e. **Expansion of Cloud Platform inside India and across the globe:** The Company has taken another step forward in optimizing its existing assets by expanding its Data Center campuses in Mumbai and in Bangalore, increasing the space and delivering 3X the power. The Company's Cloud X Fusion is now deployed in India to bridge the gap between public Cloud services and Enterprise networks, enabling direct connectivity between Reliance's global MPLS network and the world's leading Cloud platforms. By connecting the emerging market corridor, the Company puts over 300,000 Enterprises and almost 1.75B potential users into the Cloud.

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f. **Partnered with Jasper to deliver IoT services across India and make Smart Cities a reality:** RCom and Jasper announced partnership to enable enterprises throughout India to launch, manage and monetize Next-Generation IoT businesses. This collaboration uses Reliance's Cloud X and Jasper Control Center platforms to empower enterprises to deliver IoT services. Reliance is Jasper's sole telecom partner in India. This partnership pairs the capabilities of Reliance's data center facilities and its Global Cloud Xchange (Cloud X®) platform with Jasper's global IoT services platform to enable enterprises to capitalize on IoT services. This also marks yet another step forward in delivering the infrastructure and IoT platform required to facilitate the diverse array of projects under the Government of India's 'Digital India' initiative.

g. **GCX partnered with Zscaler to bolster internet security for enterprises globally:** GCX and Zscaler announced a partnership to combine GCX's managed security solutions with Zscaler's Internet Security Platform, which GCX will offer to enterprises and new media companies across the globe. This partnership will accelerate the adoption and deployment of Cloud services by enterprises and new media companies. The integration of GCX's network with Zscaler's Internet Security Platform not only provides security for the 'Everywhere Enterprise', it also enhances GCX's existing portfolio of managed security solutions, adding an extra layer of security for organizations worldwide to deploy new, cost-effective cloud services in ever evolving IT environments.

h. **Expanded Singapore-India connectivity:** GCX expanded its Singapore-India connectivity to meet soaring bandwidth demands of new cloud based applications and services. The acquired capacity on the TIC cable between Singapore and Chennai will be extended across the seven Indian Capital Cities. This terrestrial and submarine network will play a key role in Reliance's expansion of its Cloud Xchange (Cloud X) nodes which will be the terminal points across this new network.

About Reliance Communications

Reliance Communications Limited founded by the late Shri Dhirubhai H Ambani (1932-2002) is the flagship company of the Reliance Group. The Reliance Group had a net worth in excess of Rs. 91,500 crore (US$ 15.3 billion), cash flows of Rs. 10,200 crore (US$ 1.7 billion), net profit of Rs. 4,700 crore (US$ 0.8 billion).

Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company has a customer base of over 118 million including over 2.6 million individual overseas retail customers. Reliance Communications corporate clientele includes over 39,000 Indian and multinational corporations including small and medium enterprises and over 290 global, regional and domestic carriers.

Reliance Communications has established a pan-India, next generation, integrated (wireless and wireline), convergent (voice, data and video) digital network that is capable of supporting best-of-class services spanning the entire communications value chain, covering over 21,000 cities and towns and over 400,000 villages. Reliance Communications owns and operates the world's largest next generation IP enabled connectivity infrastructure, comprising over 280,000 kilometers of fibre optic cable systems in India, USA, Europe, Middle East and the Asia-Pacific region.

Financial Results: Quarterly Summary

(Rs. Crore)

Particulars	2Q FY15	2Q FY16	Inc/ Dec (Y-o-Y)
Turnover			
India Operations	4,680	4,701	*0.4%*
Global Operations	1,007	1,062	*5.5%*
Total (post eliminations)	**5,403**	**5,355**	***-0.9%***
EBITDA			
India Operations	1,663	1,605	*-3.4%*
Global Operations	165	177	*7.2%*
Total (post eliminations)	**1,827**	**1,782**	***-2.5%***
EBITDA margin	***33.8%***	***33.3%***	
Depreciation	943	924	*-2.0%*
Financial Charges (net)	670	711	*6.1%*
PBT	**214**	**147**	***-31.6%***
Tax	2	(15)	
PAT (after minority interest / associates)	**153**	**156**	***1.9%***

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