



# Media Release

Mumbai, 27<sup>th</sup> July 2018

**CROSSED 200 MILLION SUBSCRIBERS WITHIN 21 MONTHS FROM  
COMMENCEMENT OF SERVICES  
INDUSTRY LEADING GROWTH IN SUBSCRIBER BASE TO 215.3 MILLION**

**HEALTHY CUSTOMER TRACTION ON POST-PAID OFFERINGS**

**DATA CONSUMPTION AT RECORD 642 CRORE GB IN THE QUARTER;  
10.6GB PER USER PER MONTH; GROWING RAPIDLY**

**STRONG FINANCIAL PERFORMANCE DESPITE COMPETITIVE INTENSITY  
EBITDA GROWTH OF 16.8% QoQ TO ₹3,147 CRORE IN Q1 FY 2018-19**

## HIGHLIGHTS OF QUARTER'S (Q1 – FY 2018-19) PERFORMANCE

<b>Standalone Financials (₹ crore)</b>	<b>1Q' 18-19</b>	<b>4Q' 17-18</b>	<b>QoQ Growth</b>
Value of Services	9,567	8,404	13.8%
Operating revenue	8,109	7,128	13.8%
EBITDA	3,147	2,694	16.8%
EBITDA margin	38.8%	37.8%	101bps
EBIT	1,708	1,495	14.3%
Net Profit	612	510	19.9%

- Standalone revenue from operations of ₹8,109 crore (13.8% QoQ growth)
- Standalone EBITDA of ₹3,147 crore (16.8% QoQ growth) and EBITDA margin of 38.8%
- Standalone Net Profit of ₹612 crore
- Subscriber base as on 30<sup>th</sup> June-18 of 215.3 million
- Lowest churn in the industry at 0.30% per month
- ARPU during the quarter of ₹134.5/ subscriber per month
- Total wireless data traffic during the quarter of 642 crore GB
- Total voice traffic during the quarter of 44,871 crore minutes

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**Commenting on the results, Shri Mukesh D. Ambani, Chairman and Managing Director, Reliance Industries Limited said:** “Jio continues on its path to drive digital revolution in India. We doubled our customer base and most user metrics in the last 12 months. 215 million customers within 22 months of start is a record that no technology company has been able to achieve anywhere in the world. Jio has built an ecosystem for digital services and its affordable and simplified pricing strategy offers every Indian a chance to experience the “power of data”. FTTH and Enterprise services with strong fibre backbone across the country would further establish Jio’s leadership as a digital services provider.

*The continued strength in financial results of Jio despite competitive intensity reinforces the customer uptake of its services and its strong operating leverage. Jio is committed to offering most value to all of its stakeholders.”*

## **Strong Customer Engagement**

- Jio has continued its strong subscriber growth trend with net addition during the quarter of 28.7 million (as against 26.5 million in the previous quarter), highest in any quarter since the launch of commercial services
- Gross adds at 30.5 million and churn of only 1.8 million implying the lowest industry churn rate at 0.30% per month
- Customer activity grew substantially in the quarter with average data consumption per user per month of 10.6 GB and average voice consumption of 744 minutes per user per month
- Video consumption drove most of the usage, increasing to 340 crore hours per month on the network; average video consumption of 15.4 hours per subscriber per month
- Jio post-paid plan with attractive international calling tariffs and roaming plans has seen good customer traction
- Jio prepaid tariff plans continue to offer highest value to customers; revised JioPhone offer (*by Reliance Retail*) with exchange policy and lower upfront commitment to accelerate customer uptake

## **Superior and Next-Gen Network**

- Continued expansion of 4G network coverage and further deepening in existing areas to achieve 99% population coverage during 2018
- Only network to deploy pan-India 4G across the 800MHz/ 1800MHz/ 2300MHz bands

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- World's largest mobile data consumption network
- World's largest VOLTE network
- Ranked fastest network over last 18 months by TRAI's MySpeed Analytics app (average download speed of 18.6 Mbps during June 2018, as per TRAI)
- Lowest call drop rate at 0.13%; 100% network availability
- Strategic acquisition of Radisys by Reliance Industries Limited ('RIL') to accelerate technology leadership in the areas of 5G and IoT

## **FTTH and Enterprise Services**

- JioGigaFiber services for Home broadband, Entertainment, Smart Home Solutions, Wireline and Enterprise was announced during 41<sup>st</sup> AGM (post IPO) of RIL held on 5<sup>th</sup> July 2018
- Customers across 1,100 cities can register for services starting 15<sup>th</sup> August 2018 and homes to be connected on priority based on number of requests received in the area

## **Largest Distribution and Service Network**

- Pan-India distribution channel with over 1 million retailers
- Rapidly growing base of Reliance Retail digital outlets and Jio Points
- Continuous enablement of distribution channel through latest platforms and services
- First in industry initiatives such as real time pay-outs, auto replenishment of wallet, etc.
- MyJio is the most popular self-care app with over 200 million downloads and substantial additional features

## **Suite of Differentiated Digital Offerings**

- All of the digital applications and services offered to customers are leaders in their respective categories
- JioTV is the best rated live and catch-up TV app; JioCinema is the most popular video-on-demand app; combination of JioMusic and Saavn has created a music powerhouse; JioMags and JioNews are other highly popular customer offerings
- Jio EverywhereConnect was introduced for Apple Watch Series 3 (GPS + Cellular) users, which allows Jio users to use the same Jio number on both their iPhone and Apple Watch Series 3 at no additional cost
- Jio Interact, the world's first artificial intelligence (AI) based brand-engagement video platform, was used across different programs

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- Jio announced partnership with Screenz to transform passive television viewing and advertising into interactive and participative viewer-engagement for broadcasters

## **Financial Performance Reflects Robust Business Fundamentals**

- Strong financial performance despite competitive pressures
- This was led by growth in subscriber additions as well as much higher data usage
- Strong operating margins due to business efficiencies and operating leverage
- Industry leading Revenue and EBITDA growth over the past four quarters driving sustained market share gains

## **BUSINESS UPDATE**

1. Jio has built a next generation all-IP data network with latest 4G LTE technology. It is the only network built as a Mobile Video Network and for providing Voice over LTE technology. It has built a future ready network which can easily deploy 5G and beyond technology in the last leg. Jio has created an eco-system comprising network, devices, applications and content, service experience and affordable tariffs for everyone to live the Jio Digital Life.
2. Jio has created a strong data network with infrastructure and backhaul for offering wireless services, wireline services, FTTH, Enterprise offering, IOT services and other digital services. These will lead to sustained growth in data consumption on the network.
3. Jio continues to be the most popular wireless broadband service provider in the country with its subscriber base increasing from 186.6 million as of 31-March-2018 to 215.3 million as of 30-June-2018. Net subscriber addition for the Company during the past twelve months has been 92 million, which was the highest in the industry by a substantial margin. Jio continues to have India's largest wireless data subscriber base, with the gap widening from the other operators. The growth in subscriber base is getting further accelerated with JioPhone and attractive post-paid offerings.
4. The engagement metrics of the Jio subscribers is also the highest in the industry in India and among the highest globally as well. Average data consumption at 10.6 GB per user per month, average voice consumption at 744 minutes per user per month and average video consumption at 15.4 hours per user per month make Jio the leader in the industry across all of these service offerings. Average data consumption has grown substantially in this quarter, primarily driven by video consumption.

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5. The company announced its JioGigaFiber services for Homes and Enterprise at the 41<sup>st</sup> AGM (post IPO) of RIL held on 5<sup>th</sup> July 2018. These services are being offered across 1,100 cities using Jio's strong fibre backbone across the country integrated with next-generation network and platforms. Customers can register their interests starting 15<sup>th</sup> August 2018 upon which homes would be connected based on the requests received from the neighbourhood. During the ongoing beta trials, thousands of homes have been connected to ensure gold standard service post launch.
6. Jio also launched the 'Monsoon Hungama' offer for JioPhone with upfront security deposit of only ₹ 501 for a new JioPhone (*offered by Reliance Retail*), effective 21<sup>st</sup> July 2018. The offer works in conjunction with return of an old feature phone. Also, JioPhone 2, which offers a larger screen and full QWERTY keyboard for a price of ₹ 2,999 has also been announced. JioPhone 2 would be available starting 15<sup>th</sup> August 2018. Most used social media applications like YouTube, Facebook and WhatsApp would also be available for Jio Phone users starting 15<sup>th</sup> August 2018.
7. Jio's end-to-end all IP network is the most differentiated network with functionalities such as SDN and NFV. It has been consistently rated as the fastest network in India by TRAI's MySpeed application over the last 18 months with an average download speed of 18.6 Mbps during June 2018, which was almost twice the network speed available on any other network. Jio has also been consistently rated to have the widest LTE coverage in the country.
8. During the quarter, Jio launched the Zero-Touch Post-paid plan at ₹ 199/ month offering a) unlimited voice and SMS, b) 25GB 4G data, c) pre-activated ISD calling starting at 50p/ min, and d) one-click activation of international roaming at attractive rates (starting from ₹ 2/ min for voice, ₹ 2/ MB for data, ₹ 2/ SMS) without any upfront security deposit.
9. Jio's simplified and innovative tariff plans enable its prepaid customers to have unrestricted access of Jio Digital Life. During the last quarter, Jio offered various schemes to its prepaid customers including Jio Cricket Gold Pass, Double Dhamaka for limited period, attractive cashbacks on digital recharges, etc.
10. During the quarter, RIL announced a strategic transaction for acquiring Radisys, a global leader in providing open telecom solutions to service providers and telecom equipment vendors worldwide, for US\$1.72 per share in cash. This acquisition would further accelerate Jio's global innovation and technology leadership in the areas of 5G, IOT and open source architecture adoption.

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**RELIANCE JIO INFOCOMM LIMITED**  
**UNAUDITED STANDALONE FINANCIAL RESULTS FOR QUARTER ENDED 30<sup>th</sup> JUNE 2018**

(₹ in crore, except per share data)

Particulars	Quarter Ended			Year Ended (Audited)
	30th Jun'18	31st Mar'18	30th Jun'17	31st Mar'18
<b>INCOME</b>				
Value of Services	9,567.43	8,403.60	-	23,714.31
Service Tax/GST Recovered	(1,458.38)	(1,275.60)	-	(3,559.83)
<b>Revenue From Operations</b>	<b>8,109.05</b>	<b>7,128.00</b>	<b>-</b>	<b>20,154.48</b>
Other Income	1.44	0.66	0.30	3.86
<b>Total Income</b>	<b>8,110.49</b>	<b>7,128.66</b>	<b>0.30</b>	<b>20,158.34</b>
<b>EXPENSES</b>				
Network Operating Expenses	2,142.88	1,812.24	-	4,920.92
Access Charges (Net)	1,056.95	1,065.90	-	4,287.41
License Fees/Spectrum Charges	860.15	745.38	0.23	1,767.35
Employee Benefits Expense	367.73	324.74	1.17	963.36
Finance Costs	767.55	711.30	0.13	2,048.63
Depreciation and Amortisation Expense	1,439.40	1,198.83	1.23	3,576.54
Selling and Distribution Expenses	234.98	245.45	20.96	796.93
Other Expenses	300.32	241.17	9.10	688.07
<b>Total Expenses</b>	<b>7,169.96</b>	<b>6,345.01</b>	<b>32.82</b>	<b>19,049.21</b>
<b>Profit/(Loss) Before Tax</b>	<b>940.53</b>	<b>783.65</b>	<b>(32.52)</b>	<b>1,109.13</b>
<b>Tax Expense</b>				
Current Tax	202.68	165.02	-	234.48
Deferred Tax	125.94	108.19	(11.25)	151.69
<b>Net Profit/(Loss) for the period/year</b>	<b>611.91</b>	<b>510.44</b>	<b>(21.27)</b>	<b>722.96</b>
<b>Other Comprehensive Income</b>				
(i) Items that will not be reclassified to profit or loss	7.81	8.28	-	8.28
(ii) Income tax relating to items that will not be reclassified to profit or loss	(2.73)	(2.87)	-	(2.87)
<b>Total Other Comprehensive Income for the period/year (Net of Tax)</b>	<b>5.08</b>	<b>5.41</b>	<b>-</b>	<b>5.41</b>
<b>Total Comprehensive Income/(Loss) for the period/year</b>	<b>616.99</b>	<b>515.85</b>	<b>(21.27)</b>	<b>728.37</b>
Earnings per Equity share of face value of ₹ 10/- each - Not annualised				
Basic (in ₹)	0.14	0.11	(0.005)	0.16
Diluted (in ₹)	0.06	0.05	(0.005)	0.07
Paid-up Equity Share Capital, Equity Shares of ₹ 10/- each	45,000	45,000	45,000	45,000
Other Equity				57,933

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## NOTES:

1. The figures for the corresponding previous period have been regrouped wherever necessary, to make them comparable.
2. The Company continues to invest in augmentation of the wireless network capacity and setting up wireline telecommunication project.
3. The Company is mainly engaged in the business of providing Digital Services. All activities of the Company revolve around this main business. Accordingly, the Company has single segment as per the requirements of Ind AS 108 - Operating Segment.
4. The Audit Committee has reviewed the above results and the Board of Directors has approved the above results and its release at their respective meetings held on 27<sup>th</sup> July, 2018. The Statutory Auditors of the Company have carried out a Limited Review of the aforesaid results.

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