



Final Report
on
ARPU/Revenue Analysis
for

Private GSM Cellular Operators

1st Quarter FY 2005-06 (April-June'05)

17th August'2005

REVENUE & ARPU - All India

Sl. No.	Service Area	REVENUE			ARPU		
		Rs crores			Rs		
		Current Quarter (Apr-Jun'05)	Previous Quarter (Jan-Mar'05)	% Change over previous quarter	Current Quarter (Apr-Jun'05)	Previous Quarter (Jan-Mar'05)	% Change over previous quarter
1	Aircel	156.05	132.73	17.57%	287.59	260.04	10.59%
2	BPL	233.09	234.97	-0.80%	298.57	310.57	-3.86%
3	Bharti	1427.32	1346.83	5.98%	409.43	431.48	-5.11%
4	Hutch	1128.21	1055.75	6.86%	463.18	469.93	-1.44%
5	IDEA	569.25	558.38	1.95%	357.28	381.17	-6.27%
6	Reliance	118.03	103.83	13.68%	317.74	322.57	-1.50%
7	Spice	128.21	124.54	2.94%	293.50	282.74	3.81%
8	All India	3760.16	3557.03	5.71%	389.77	401.37	-2.89%

REVENUE & ARPU - Company wise

S.No.	Name of the Company	Service Area	REVENUE			ARPU		
			Rs crores			Rs		
			Current Quarter (Apr-Jun'05)	Previous Quarter (Jan-Mar'05)	% Change over previous quarter	Current Quarter (Apr-Jun'05)	Previous Quarter (Jan-Mar'05)	% Change over previous quarter
1	Aircel Limited	Tamil Nadu	104.75	85.13	23.05%	280.11	239.58	16.92%
	Aircel Cellular	Chennai	51.30	47.60	7.77%	304.19	306.95	-0.90%
Total Revenue/Average monthly ARPU			156.05	132.73	17.57%	287.59	260.04	10.59%
2	BPL Cellular	Maharashtra	52.63	52.50	0.24%	318.11	329.69	-3.51%
	BPL Cellular	Tamil Nadu	28.50	30.00	-5.00%	226.87	248.61	-8.75%
	BPL Cellular	Kerala	26.67	27.17	-1.84%	225.77	238.06	-5.16%
	BPL Mobile	Mumbai	125.30	125.30	0.00%	337.26	345.62	-2.42%
Total Revenue/Average monthly ARPU			233.09	234.97	-0.80%	298.57	310.57	-3.86%
3	Idea Cellular	Maharashtra	158.63	168.38	-5.79%	390.75	451.75	-13.50%
	Idea Cellular	AP	73.63	70.63	4.25%	357.47	388.13	-7.90%
	Idea Cellular	Gujarat	72.00	76.25	-5.57%	355.65	409.45	-13.14%
	Idea Cellular	MP	51.83	50.67	2.30%	337.08	349.88	-3.66%
	Idea Cellular	Delhi	78.00	74.80	4.28%	418.78	411.50	1.77%
	IDEA Mobile	Kerala	53.00	44.83	18.22%	301.41	271.13	11.17%
	IDEA Mobile	Haryana	17.17	15.67	9.57%	284.14	297.38	-4.45%
	IDEA Mobile	UP(West)	65.00	57.17	13.70%	320.74	318.67	0.65%
Total Revenue/Average monthly ARPU			569.25	558.38	1.95%	357.28	381.17	-6.27%
4	HMTL	Mumbai	283.20	265.80	6.55%	619.52	600.29	3.20%
	Fascel	Gujarat	192.13	174.25	10.26%	498.19	482.19	3.32%
	Hutchison Essar	Delhi	199.50	205.70	-3.01%	445.97	476.95	-6.49%
	Hutchison Telecom	Kolkata	91.70	86.00	6.63%	469.47	456.42	2.86%
	Hutchison Essar	Chennai	30.00	31.00	-3.23%	492.41	486.60	1.19%
	Hutchison Essar	AP	57.30	49.80	15.06%	446.79	436.40	2.38%
	Hutchison Essar	Karnataka	82.80	75.70	9.38%	468.61	475.63	-1.48%
	Hutchison Essar	Punjab	15.75	14.25	10.53%	301.46	306.04	-1.50%
	ADIL	Haryana	20.67	18.67	10.71%	336.05	380.91	-11.78%
	ADIL	Rajasthan	36.67	32.83	11.68%	349.23	351.08	-0.53%
	ADIL	UP (East)	85.00	77.50	9.68%	324.33	331.59	-2.19%
	Hutchison Essar	UP (W)	19.25	13.75	40.00%	335.73	393.50	-14.68%
	Hutchison Telecom	WB	14.25	10.50	35.71%	307.66	374.93	-17.94%
Total Revenue/Average monthly ARPU			1128.21	1055.75	6.86%	463.18	469.93	-1.44%
5	Spice	Punjab	97.83	93.17	5.01%	284.98	271.67	4.90%
	Spice	Karnataka	30.38	31.38	-3.19%	324.77	321.65	0.97%
Total Revenue/Average monthly ARPU			128.21	124.54	2.94%	293.50	282.74	3.81%
6	Bharti Cellular	Delhi	275.90	279.60	-1.32%	559.59	588.02	-4.84%
	Bharti Cellular	H.P	26.20	19.80	32.32%	408.22	354.65	15.10%
	Bharti Cellular	A.P.	121.00	115.00	5.22%	403.11	423.47	-4.81%
	Bharti Cellular	Karnataka	196.75	186.75	5.35%	498.16	523.78	-4.89%
	Bharti Cellular	Kolkata	56.20	54.50	3.12%	372.64	361.74	3.01%
	Bharti Cellular	Chennai	60.80	61.90	-1.78%	414.26	451.55	-8.26%
	Bharti Cellular	Punjab	149.83	146.67	2.16%	383.32	386.70	-0.87%
	Bharti Cellular	Mumbai	104.90	98.90	6.07%	452.44	473.59	-4.47%
	Bharti Cellular	UP(W)	40.63	34.75	16.91%	329.31	318.58	3.37%
	Bharti Cellular	UP (E)	23.63	14.50	62.93%	297.92	255.48	16.61%
	Bharti Cellular	MP	23.63	20.88	13.17%	315.76	309.37	2.07%
	Bharti Cellular	Haryana	26.38	24.75	6.57%	307.89	336.19	-8.42%
	Bharti Cellular	Kerala	34.75	34.75	0.00%	318.12	342.98	-7.25%
	Bharti Cellular	TN	28.50	29.10	-2.06%	260.35	295.81	-11.99%

	Bharti Cellular	Maharashtra	75.50	75.60	-0.13%	366.95	403.49	-9.06%
	Bharti Cellular	Gujarat	49.90	49.10	1.63%	313.12	357.28	-12.36%
	Bharti Hexacom	Rajasthan	67.00	58.67	14.20%	400.27	425.42	-5.91%
	Bharti Cellular	WB	12.50	9.63	29.87%	286.72	289.06	-0.81%
	Bharti Cellular	Orissa	14.50	7.17	102.33%	326.97	276.36	18.31%
	Bharti Cellular	J & K	18.83	13.67	37.80%	479.75	505.48	-5.09%
	Bharti Cellular	Bihar	18.17	11.17	62.69%	264.25	365.31	-27.67%
	Bharti Cellular	Assam	1.33			585.95		
	Bharti Cellular	North East	0.50			595.45		
	Total Revenue/Average monthly ARPU		1427.32	1346.83	5.98%	409.43	431.48	-5.11%
7	Reliance	M.P	29.33	28.67	2.33%	291.12	318.14	-8.50%
	Reliance	Orissa	13.40	11.80	13.56%	333.14	320.98	3.79%
	Reliance	HP	2.60	2.00	30.00%	202.93	231.29	-12.26%
	Reliance	WB	15.50	13.17	17.72%	302.87	289.63	4.57%
	Reliance	Assam	16.60	13.00	27.69%	452.27	449.04	0.72%
	Reliance	NE	4.40	3.00	46.67%	455.29	434.50	4.78%
	Reliance	Bihar	36.20	32.20	12.42%	301.34	306.49	-1.68%
	Total Revenue/Average monthly ARPU		118.03	103.83	13.68%	317.74	322.57	-1.50%
	All India		3760.16	3557.03	5.71%	389.77	401.37	-2.89%

* AGR - Adjusted Gross Revenue as defined by DoT

REVENUE & ARPU - Circle Wise

S.No.	Name of the Company	Service Area	REVENUE			ARPU		
			Rs Crores			Rs		
			Current Quarter (Apr-Jun'05)	Previous Quarter (Jan-Mar'05)	% Change over previous quarter	Current Quarter (Apr-Jun'05)	Previous Quarter (Jan-Mar'05)	% Change over previous quarter
1	Bharti Cellular	Delhi	275.90	279.60	-1.32%	559.59	588.02	-4.84%
	Hutchison Essar	Delhi	199.50	205.70	-3.01%	445.97	476.95	-6.49%
	IDEA	Delhi	78.00	74.80	4.28%	418.78	411.50	1.77%
	Average ARPU - Delhi					491.20	514.54	-4.54%
2	HMTL	Mumbai	283.20	265.80	6.55%	619.52	600.29	3.20%
	BPL Mobile	Mumbai	125.30	125.30	0.00%	337.26	345.62	-2.42%
	Bharti Cellular	Mumbai	104.90	98.90	6.07%	452.44	473.59	-4.47%
	Average ARPU - Mumbai					484.11	483.17	0.19%
3	Hutchison Telecom	Kolkata	91.70	86.00	6.63%	469.47	456.42	2.86%
	Bharti Cellular	Kolkata	56.20	54.50	3.12%	372.64	361.74	3.01%
	Average ARPU - Kolkata					427.28	414.35	3.12%
4	Bharti Cellular	Chennai	60.80	61.90	-1.78%	414.26	451.55	-8.26%
	Hutchison Essar	Chennai	30.00	31.00	-3.23%	492.41	486.60	1.19%
	Aircel Cellular	Chennai	51.30	47.60	7.77%	304.19	306.95	-0.90%
	Average ARPU - Chennai					377.59	394.81	-4.36%
5	BPL Cellular	Maharashtra	52.63	52.50	0.24%	318.11	329.69	-3.51%
	IDEA	Maharashtra	158.63	168.38	-5.79%	390.75	451.75	-13.50%
	Bharti Cellular	Maharashtra	75.50	75.60	-0.13%	366.95	403.49	-9.06%
	Average ARPU - Maharashtra					368.98	412.16	-10.47%
6	Fascel Limited	Gujarat	192.13	174.25	10.26%	498.19	482.19	3.32%
	Idea Cellular	Gujarat	72.00	76.25	-5.57%	355.65	409.45	-13.14%
	Bharti Cellular	Gujarat	49.90	49.10	1.63%	313.12	357.28	-12.36%
	Average ARPU - Gujarat					420.13	437.36	-3.94%
7	Idea Cellular	AP	73.63	70.63	4.25%	357.47	388.13	-7.90%
	Hutchison Essar	A.P.	57.30	49.80	15.06%	446.79	436.40	2.38%
	Bharti Cellular	A.P.	121.00	115.00	5.22%	403.11	423.47	-4.81%
	Average ARPU - AP					397.12	414.74	-4.25%
8	Bharti Cellular	Karnataka	196.75	186.75	5.35%	498.16	523.78	-4.89%
	Spice	Karnataka	30.38	31.38	-3.19%	324.77	321.65	0.97%
	Hutchison Essar	Karnataka	82.80	75.70	9.38%	468.61	475.63	-1.48%
	Average ARPU - Karnataka					465.93	479.13	-2.76%
9	Aircel Limited	Tamil Nadu	104.75	85.13	23.05%	280.11	239.58	16.92%
	BPL Cellular	Tamil Nadu	28.50	30.00	-5.00%	226.87	248.61	-8.75%
	Bharti Cellular	TN	28.50	29.10	-2.06%	149.63	295.81	-49.42%
	Average ARPU - TN					234.40	251.11	-6.65%
10	BPL Cellular	Kerala	26.67	27.17	-1.84%	225.77	238.06	-5.16%
	Bharti Cellular	Kerala	34.75	34.75	0.00%	318.12	342.98	-7.25%
	IDEA Mobile	Kerala	53.00	44.83	18.22%	301.41	271.13	11.17%
	Average ARPU - Kerala					283.78	280.34	1.23%

11	Spice	Punjab	97.83	93.17	5.01%	284.98	271.67	4.90%
	Bharti Cellular	Punjab	149.83	146.67	2.16%	383.32	386.70	-0.87%
	Hutchison Essar	Punjab	15.75	14.25	10.53%	301.46	306.04	-1.50%
	Average ARPU - Punjab					334.95	330.50	1.35%
12	IDEA Mobile	Haryana	17.17	15.67	9.57%	284.14	297.38	-4.45%
	Bharti Cellular	Haryana	26.38	24.75	6.57%	307.89	336.19	-8.42%
	ADIL	Haryana	20.67	18.67	10.71%	336.05	380.91	-11.78%
	Average ARPU - Haryana					309.32	337.03	-8.22%
13	IDEA Mobile	UP(West)	65.00	57.17	13.70%	320.74	318.67	0.65%
	Bharti Cellular	UP(W)	40.63	34.75	16.91%	329.31	318.58	3.37%
	Hutchison Essar	UP(W)	19.25	13.75	40.00%	335.73	393.50	-14.68%
	Average ARPU - UP (W)					325.74	326.73	-0.30%
14	ADIL	UP (East)	85.00	77.50	9.68%	324.33	331.59	-2.19%
	Bharti Cellular	UP (East)	23.63	14.50	62.93%	297.92	255.48	16.61%
	Average ARPU - UP (E)					318.19	316.72	0.47%
15	ADIL	Rajasthan	36.67	32.83	11.68%	349.23	351.08	-0.53%
	Bharti Hexacom	Rajasthan	67.00	58.67	14.20%	400.27	425.42	-5.91%
	Average ARPU - Rajasthan					380.59	395.38	-3.74%
16	Idea Cellular	MP	51.83	50.67	2.30%	337.08	349.88	-3.66%
	Reliance	M.P	29.33	28.67	2.33%	291.12	318.14	-8.50%
	Bharti Cellular	MP	23.63	20.88	13.17%	315.76	309.37	2.07%
	Average ARPU - MP					318.17	331.38	-3.99%
17	Reliance	WB	15.50	13.17	17.72%	302.87	289.63	4.57%
	Bharti Cellular	WB	12.50	9.63	29.87%	286.72	289.06	-0.81%
	Hutchison Essar	WB	14.25	10.50	35.71%	307.66	374.93	-17.94%
	Average ARPU - WB					299.45	311.83	-3.97%
18	Bharti Cellular	H.P	26.20	19.80	32.32%	408.22	354.65	15.10%
	Reliance	HP	2.60	2.00	30.00%	202.93	231.29	-12.26%
	Average ARPU - HP					374.05	338.11	10.63%
19	Reliance	Orissa	13.40	11.80	13.56%	333.14	320.98	3.79%
	Bharti Cellular	Orissa	14.50	7.17	102.33%	326.97	276.36	18.31%
	Average ARPU - Orissa					329.91	302.53	9.05%
20	Reliance	Bihar	36.20	32.20	12.42%	301.34	306.49	-1.68%
	Bharti Cellular	Bihar	18.17	11.17	62.69%	264.25	365.31	-27.67%
	Average ARPU - Bihar					287.84	319.75	-9.98%
21	Reliance	Assam	16.60	13.00	27.69%	452.27	449.04	0.72%
	Bharti Cellular	Assam	1.33			585.95	449.04	30.49%
	Average ARPU - Assam					460.07		
22	Reliance	NE	4.40	3.00	46.67%	455.29	434.50	4.78%
	Bharti Cellular	NE	0.50			595.45		
	Average ARPU - NE					466.49	434.50	7.36%
23	Bharti Cellular	J & K	18.83	13.67	37.80%	479.75	505.48	-5.09%
	Average ARPU - J&K					479.75	505.48	-5.09%
	All India		3760.16	3557.03	5.71%	389.77	401.37	-2.89%