



Final Report
on
ARPU/Revenue Analysis
for

Private GSM Cellular Operators

(Oct-Dec'05)

Revenues & ARPUs - Oct'05-Dec'05

Oct'05 - Dec'05						
S.No.	Name of the Company	Service Area	Total Revenue for the Quarter (B) (Rs crores)	Average Monthly Revenue (C) (Rs crores)	Average subscriber during period (D)	ARPU (E=C/D) (Rs)
1	Bharti Airtel Ltd	Delhi	309.10	103.03	1803734	571.22
	Hutchison Essar	Delhi	230.62	76.87	1661864	462.57
	IDEA	Delhi	94.80	31.60	772508	409.06
	Average ARPU - Delhi			211.51	4238106	499.06
2	HMTL	Mumbai	282.56	94.19	1701805	553.45
	BPL Mobile	Mumbai	93.20	31.07	1317203	235.85
	Bharti Airtel Ltd	Mumbai	138.50	46.17	983924	469.21
	Average ARPU - Mumbai			171.42	4002931	428.24
3	Hutchison Telecom	Kolkata	102.36	34.12	772733	441.55
	Bharti Airtel Ltd	Kolkata	67.50	22.50	548021	410.57
	Average ARPU - Kolkata			56.62	1320753	428.69
4	Bharti Airtel Ltd	Chennai	86.70	28.90	556123	519.67
	Hutchison Essar	Chennai	41.76	13.92	325353	427.84
	Aircel Cellular	Chennai	64.10	21.37	640416	333.64
	Average ARPU - Chennai			64.19	1521891	421.76
5	BPL Cellular	Maharashtra	47.08	15.69	656727	238.94
	IDEA	Maharashtra	175.50	58.50	1488253	393.08
	Bharti Airtel Ltd	Maharashtra	111.70	37.23	978116	380.66
	Average ARPU - Maharashtra			111.43	3123095	356.78
6	Fascel Limited	Gujarat	224.81	74.94	1630357	459.64
	Idea Cellular	Gujarat	80.63	26.88	817952	328.56
	Bharti Airtel Ltd	Gujarat	55.70	18.57	670831	276.77
	Average ARPU - Gujarat			120.38	3119139	385.94
7	Idea Cellular	AP	80.50	26.83	800937	335.02
	Hutchison Essar	A.P.	78.17	26.06	636387	409.45
	Bharti Airtel Ltd	A.P.	166.13	55.38	1324030	418.23
	Average ARPU - AP			108.27	2761353	392.07
8	Bharti Airtel Ltd	Karnataka	249.00	83.00	1642135	505.44
	Spice	Karnataka	30.36	10.12	325359	311.07
	Hutchison Essar	Karnataka	104.38	34.79	833935	417.22
	Average ARPU - Karnataka			127.91	2801429	456.60
9	Aircel Limited	Tamil Nadu	115.13	38.38	1514934	253.31
	BPL Cellular	Tamil Nadu	23.55	7.85	452926	173.32
	Bharti Airtel Ltd	TN	59.40	19.80	639002	309.86
	Average ARPU - TN			66.03	2606862	253.27

10	BPL Cellular	Kerala	21.58	7.19	420723	171.00
	Bharti Airtel Ltd	Kerala	45.75	15.25	477603	319.30
	IDEA Mobile	Kerala	62.67	20.89	728670	286.67
	Average ARPU - Kerala			43.33	1626995	266.34
11	Spice	Punjab	103.83	34.61	1233269	280.65
	Bharti Airtel Ltd	Punjab	167.83	55.94	1476755	378.83
	Hutchison Essar	Punjab	46.74	15.58	440084	354.00
	Average ARPU - Punjab			106.13	3150108	336.92
12	IDEA Mobile	Haryana	19.83	6.61	252799	261.52
	Bharti Airtel Ltd	Haryana	32.75	10.92	360125	303.14
	ADIL	Haryana	25.68	8.56	291852	293.34
	Average ARPU - Haryana			26.09	904775	288.35
13	IDEA Mobile	UP(West)	68.83	22.94	763648	300.46
	Bharti Airtel Ltd	UP(W)	39.50	13.17	508745	258.81
	Hutchison Essar	UP(W)	38.28	12.76	386017	330.51
	Average ARPU - UP (W)			48.87	1658409	294.68
14	ADIL	UP (East)	92.22	30.74	1093907	281.00
	Bharti Airtel Ltd	UP (East)	45.25	15.08	464889	324.45
	Average ARPU - UP (E)			45.82	1558796	293.96
15	ADIL	Rajasthan	42.80	14.27	477494	298.78
	Bharti Airtel Ltd	Rajasthan	82.17	27.39	776849	352.56
	Average ARPU - Rajasthan			41.66	1254343	332.09
16	Idea Cellular	MP	55.83	18.61	585197	318.03
	Reliance	M.P	35.50	11.83	438165	270.07
	Bharti Airtel Ltd	MP	27.00	9.00	345901	260.19
	Average ARPU - MP			39.44	1369263	288.07
17	Reliance	WB	15.63	5.21	221297	235.48
	Bharti Airtel Ltd	WB	21.00	7.00	244541	286.25
	Hutchison Essar	WB	27.36	9.12	309344	294.84
	Average ARPU - WB			21.33	775182	275.19
18	Bharti Airtel Ltd	H.P	32.60	10.87	296085	367.01
	Reliance	HP	3.24	1.08	60300	179.10
	Average ARPU - HP			11.95	356385	335.22
19	Reliance	Orissa	13.90	4.63	175276	264.35
	Bharti Airtel Ltd	Orissa	27.67	9.22	272255	338.73
	Average ARPU - Orissa			13.86	447531	309.60
20	Reliance	Bihar	39.00	13.00	490729	264.91
	Bharti Airtel Ltd	Bihar	48.33	16.11	512945	314.09
	Average ARPU - Bihar			29.11	1003673	290.05
21	Reliance	Assam	21.24	7.08	177850	398.09
	Bharti Airtel Ltd	Assam	9.83	3.28	91260	359.17
	Average ARPU - Assam			10.36	269110	384.89

22	Reliance	NE	5.58	1.86	49988	372.09
	Bharti Airtel Ltd	NE	1.80	0.60	14452	415.18
	Average ARPU - NE			2.46	64440	381.75
23	Bharti Airtel Ltd	J & K	26.00	8.67	209219	414.24
	Average ARPU - J&K			8.67	209219	414.24
	All India		4460.46	1486.82	40183625	370.01

Subscriber Numbers, Revenues & ARPUs - Oct'05-Dec'05

S.No.	Name of the Company	Service Area	Oct'05 - Dec'05			
			Total Revenue for the Quarter (B) (Rs crores)	Average Monthly Revenue (C) (Rs crores)	Average subscriber during period (D)	ARPU (E=C/D) (Rs)
1	Aircel Limited	Tamil Nadu	115.13	38.38	1514934	253.31
	Aircel Cellular	Chennai	64.10	21.37	640416	333.64
	Total Revenue/Average monthly ARPU		179.23	59.74	2155350	277.18
2	BPL Cellular	Maharashtra	47.08	15.69	656727	238.94
	BPL Cellular	Tamil Nadu	23.55	7.85	452926	173.32
	BPL Cellular	Kerala	21.58	7.19	420723	171.00
	BPL Mobile	Mumbai	93.20	31.07	1317203	235.85
	Total Revenue/Average monthly ARPU		185.41	61.80	2847578	217.04
3	Idea Cellular	Maharashtra	175.50	58.50	1488253	393.08
	Idea Cellular	AP	80.50	26.83	800937	335.02
	Idea Cellular	Gujarat	80.63	26.88	817952	328.56
	Idea Cellular	MP	55.83	18.61	585197	318.03
	Idea Cellular	Delhi	94.80	31.60	772508	409.06
	IDEA Mobile	Kerala	62.67	20.89	728670	286.67
	IDEA Mobile	Haryana	19.83	6.61	252799	261.52
	IDEA Mobile	UP(West)	68.83	22.94	763648	300.46
	Total Revenue/Average monthly ARPU		638.59	212.86	6209962	342.78
4	HMTL	Mumbai	282.56	94.19	1701805	553.45
	Fascel	Gujarat	224.81	74.94	1630357	459.64
	Hutchison Essar	Delhi	230.62	76.87	1661864	462.57
	Hutchison Telecom	Kolkata	102.36	34.12	772733	441.55
	Hutchison Essar	Chennai	41.76	13.92	325353	427.84
	Hutchison Essar	AP	78.17	26.06	636387	409.45
	Hutchison Essar	Karnataka	104.38	34.79	833935	417.22
	Hutchison Essar	Punjab	46.74	15.58	440084	354.00
	ADIL	Haryana	25.68	8.56	291852	293.34
	ADIL	Rajasthan	42.80	14.27	477494	298.78
	ADIL	UP (East)	92.22	30.74	1093907	281.00
	Hutchison Essar	UP (W)	38.28	12.76	386017	330.51
	Hutchison Telecom	WB	27.36	9.12	309344	294.84
	Total Revenue/Average monthly ARPU		1337.74	445.91	10561127	422.22
	5	Spice	Punjab	103.83	34.61	1233269
Spice		Karnataka	30.36	10.12	325359	311.07
Total Revenue/Average monthly ARPU		134.20	44.73	1558628	287.00	
6	Bharti Airtel Ltd	Delhi	309.10	103.03	1803734	571.22
	Bharti Airtel Ltd	H.P	32.60	10.87	296085	367.01
	Bharti Airtel Ltd	A.P.	166.13	55.38	1324030	418.23
	Bharti Airtel Ltd	Karnataka	249.00	83.00	1642135	505.44
	Bharti Airtel Ltd	Kolkata	67.50	22.50	548021	410.57
	Bharti Airtel Ltd	Chennai	86.70	28.90	556123	519.67

	Bharti Airtel Ltd	Punjab	167.83	55.94	1476755	378.83
	Bharti Airtel Ltd	Mumbai	138.50	46.17	983924	469.21
	Bharti Airtel Ltd	UP(W)	39.50	13.17	508745	258.81
	Bharti Airtel Ltd	UP (E)	45.25	15.08	464889	324.45
	Bharti Airtel Ltd	MP	27.00	9.00	345901	260.19
	Bharti Airtel Ltd	Haryana	32.75	10.92	360125	303.14
	Bharti Airtel Ltd	Kerala	45.75	15.25	477603	319.30
	Bharti Airtel Ltd	TN	59.40	19.80	639002	309.86
	Bharti Airtel Ltd	Maharashtra	111.70	37.23	978116	380.66
	Bharti Airtel Ltd	Gujarat	55.70	18.57	670831	276.77
	Bharti Airtel Ltd	Rajasthan	82.17	27.39	776849	352.56
	Bharti Airtel Ltd	WB	21.00	7.00	244541	286.25
	Bharti Airtel Ltd	Orissa	27.67	9.22	272255	338.73
	Bharti Airtel Ltd	J & K	26.00	8.67	209219	414.24
	Bharti Airtel Ltd	Bihar	48.33	16.11	512945	314.09
	Bharti Airtel Ltd	Assam	9.83	3.28	91260	359.17
	Bharti Airtel Ltd	North East	1.80	0.60	14452	415.18
	Total Revenue/Average monthly ARPU		1851.21	617.07	15197533	406.03
7	Reliance Telecom	M.P	35.50	11.83	438165	270.07
	Reliance Telecom	Orissa	13.90	4.63	175276	264.35
	Reliance Telecom	HP	3.24	1.08	60300	179.10
	Reliance Telecom	WB	15.63	5.21	221297	235.48
	Reliance Telecom	Assam	21.24	7.08	177850	398.09
	Reliance Telecom	NE	5.58	1.86	49988	372.09
	Reliance Telecom	Bihar	39.00	13.00	490729	264.91
	Total Revenue/Average monthly ARPU		134.09	44.70	1613604	277.01
	All India		4460.46	1486.82	40183625	370.01

* AGR - Adjusted Gross Revenue as defined by DoT