RELIANCE COMMUNICATIONS ANNOUNCES
FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2016

PAT AT RS. 54 CRORE, UP 6.3% Y-O-Y

RCOM 4G LTE SERVICES NOW FULLY OPERATIONAL ACROSS INDIA

RESULTS FOR QUARTER IMPACTED BY MIGRATION OF CDMA CUSTOMERS TO 4G LTE

TOTAL REVENUE AT RS. 5,361 CRORE, DOWN 3.8% Y-O-Y

EBITDA AT RS. 1,560 CRORE, DOWN 17.7% Y-O-Y

RPM AT 45.2 PAISA, UP 1.6% Y-O-Y AND ARPU AT RS. 148, UP 5.7% Y-O-Y

TOTAL DATA TRAFFIC AT 102 BILLION MB, UP 10.4% Y-O-Y

INDIA OPERATIONS REVENUE AT RS. 4,693 CRORE, DOWN 2.5% Y-O-Y

GLOBAL REVENUES AT RS. 1,185 CRORE, UP 5.3% Y-O-Y

GLOBAL EBITDA AT RS. 207 CRORE, UP 10.1% Y-O-Y

Mumbai, September 14, 2016: Reliance Communications Limited (RCOM) today announced its consolidated financial results for the quarter ended June 30, 2016. The Company has adopted Indian Accounting Standards (Ind AS) from April 1, 2016 with a transition date of April 1, 2015. The figures for the quarter ended June 30, 2015 have also been converted as per Ind AS for like-to-like comparison.

Key Highlights for Q1 FY17:

1. **Consolidated Revenue & EBITDA:** RCOM Q1 revenue at Rs. 5,361 crore, down 3.8% from Rs. 5,570 crore in Q1 previous year. Q1 EBITDA at Rs. 1,560 crore, down 17.7% from Rs. 1,897 crore in Q1 previous year.

2. **Net Profit at Rs. 54 crore, up 6.3%** from Rs. 51 crore in Q1 previous year.

3. **India Operations Revenue & EBITDA:** Q1 revenue at Rs. 4,693 crore, down 2.5% from Rs. 4,812 crore in Q1 previous year. Q1 EBITDA at Rs. 1,353 crore, down 20.8% from Rs. 1,709 crore in Q1 previous year.

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4. **Global Operations Revenue & EBITDA**: Q1 Revenues at Rs. 1,185 crore, up by 5.3% from Rs. 1,125 crore in Q1 previous year. Q1 EBITDA at Rs. 207 crore, up 10.1% from Rs. 188 crore in Q1 previous year.

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

   a. **RPM:** RPM at 45.2 paisa, up 1.6% Y-O-Y

   b. **MOU:** Total MOU at 100 billion, down 4.8% Y-O-Y

   c. **ARPU:** ARPU at Rs. 148, up 5.7% Y-O-Y

   d. **Data Customers:** The total data customer base has grown 9.9% Y-o-Y to 38.9 million including 25.4 million 3G/4G customers in Q1.

   e. **Data Traffic:** The total data traffic at 102 billion MB is up 10.4% Y-o-Y. The traffic has increased due to increase in data subscribers.

6. **Key Developments:**

   a. **Launched MoviNet Data Plan for Movies, Music, and Internet:** MoviNet Pack is a move towards a Content-led data strategy. The composite pack bundles any-use data quota along with subscription-free access to an entertainment-on-demand library of 8,000 movies, 50,000 Music Videos and 35 lakh Sound Tracks, virtually bringing Multiplex-on-Mobile. The core objective of the product is to drive ARPU upgrade by driving migration from relatively lower ARPU data plans to higher ARPU MoviNet plans. At same time customers consuming content on MoviNet have been seen to increase their recharge frequency.

   b. **Launched the NightOut Data Pack for Night Data Users:** NightOut Pack is targeted towards Night Data User community, those who mainly browse during night hours. With NightOut pack, a customer can enjoy 1GB Mobile Internet Data @ Rs.35 for immediate night from 12 midnight to 6 am. There are two variants of the Pack - Plain Night Data Quota Pack and Night Data Quota plus Unlimited OnNet calling at night. This is a super proposition for customers who watch videos at night and for offline viewing of YouTube videos.

   c. **Leveraging IPL for Driving VAS**: "Commentary Mike Aapko Jeetayega Bike" was an IVR based cricket contest launched around IPL on 8th April'16 to 29th May'16, where customers could listen to cricket commentary, match trivia and received match schedules and scores over SMS on subscription of content pack. Participating customers also got an opportunity to win Motor Bike, Smartphones & Daily recharges.

   d. **Engaging customers around World Music Festival:** "World Music Festival" was an IVR based Music contest launched on 15th June'16 to 15th July'16, where customers could listen to Music genres across Romantic, Dance & Hit bollywood songs, and get an opportunity to win daily recharges.

   e. **Leveraging festivals: Ramadan Portal:** 'Ramadan Portal' designed around month long holy period of Ramadan (7th June'16 to 5th July'16) gave customers access to Ramadan content over IVR / SMS & WAP platform. By calling IVR 58800786 customers had an option to listen to live audio feed from Mahim Dargah, Haji Ali Dargah, Ajmer Sharif Dargah and could listen to Naat , Duaaien, Qawwali, Sufi, Quran.

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In WAP customers could watch live streaming from Haji Ali and Mahim Dargah and also download Videos, Music and Imagery on Ramadan.

f. **Reliance Communications (RCOM) & Global Cloud Xchange (GCX) Deliver First "Make in India" Content Delivery Network:** RCOM & GCX announced the deployment of Fast Edge, the country's first "Make in India" Content Delivery Network (CDN), which comprises a Content Delivery Network of content caches around the edge of Reliance's Indian network, connecting back to 9 state-of-the-art Tier III+ data centers in Mumbai, Bangalore, Chennai and Hyderabad. The content caches, in turn, are seamlessly connected onward to our network of data centers situated in key hubs along the Emerging Markets Corridor, all interconnected by our wholly owned global subsea fiber network.

g. **RCOM & GCX Launch Global Software-Defined Wide Area Network (SD WAN) Solution for Enterprises:** RCOM & GCX launched CLOUD X WAN – a global SD WAN Solution for Enterprises. Cloud X WAN, the latest addition to the CLOUD X portfolio, is a Cloud-centric network platform designed to help overcome many of the challenges facing today's global enterprise networks, offering an affordable solution which embraces flexibility, scalability and enhanced security. Cloud X WAN is an evolution of GCX's existing hybrid WAN service which already connects more than 20,000 locations to a global MPLS network via the Internet.

h. **GCX was named "Best Managed Services Provider by Telecom Asia":** GCX was named "Best Managed Services Provider by Telecom Asia". Now in its 19th year, the Telecom Asia Awards are the region's longest-running and most prestigious telecom industry awards which recognizes outstanding performance by service providers and industry executives. According to Editor-in-Chief John Tanner, "GCX ticks many of the important boxes in terms of network, services and reach, but what sets GCX apart for this award is its customer-centric vision of the network's key role in the cloud-based digital future".

i. **GCX has partnered with Cornell University's Electrical and Computer Engineering Department for deploying and testing the new traffic control solutions:** Global Cloud Xchange announced a partnership with Cornell University's Electrical and Computer Engineering Department to test and implement a breakthrough technology for dynamic, optimal routing, providing Cornell with a live production environment for deploying and testing the new traffic control solutions. The environment includes the GCX Cloud X nodes and Layer 2 / Layer 3 networks across multiple locations in North America, Europe, and Asia. The virtual machines at each of the cloud nodes are fully interconnected via the GCX 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 currently has a net worth in excess of Rs. 100,840 crore (US $15.2 billion), cash flows of over Rs 11,300 crore (US $1.7 billion) and net profit of over Rs 5,100 crore (US$ 0.8 billion).

Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company has a customer base of over 107 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

<div align="center">(Rs. Crore)</div>

Particulars	1Q FY16	1Q FY17	Inc/ Dec (Y-o-Y)
Turnover			
India Operations	4,812	4,693	*-2.5%*
Global Operations	1,125	1,185	*5.3%*
Total (post eliminations)	**5,570**	**5,361**	***-3.8%***
EBITDA			
India Operations	1,709	1,353	*-20.8%*
Global Operations	188	207	*10.1%*
Total (post eliminations)	**1,897**	**1,560**	***-17.7%***
EBITDA margin	***34.0%***	***29.1%***	
Depreciation	1,182	830	*-29.8%*
Financial Charges (net)	717	796	*11.1%*
PBT	**(2)**	**(65)**	
Tax	(65)	(154)	
PAT (after minority interest / associates)	**51**	**54**	***6.3%***