



Media Release

Mumbai, 30th July 2020

JIO PLATFORMS HAS RAISED ₹ 152,056 CRORES TO BOLSTER JIO'S INITIATIVES TOWARDS DELIVERING BREAKTHROUGH TECHNOLOGIES AND BUILDING WORLD'S LEADING DIGITAL SERVICES PLATFORM

CUSTOMER ADDITION OF 9.9 MILLION DESPITE COVID RELATED IMPACTS; GROSS ADDITION IN EXCESS OF 15 MILLION DURING THE QUARTER

DATA TRAFFIC UP 30% YoY TO 14.2 EXABYTES WITH STRONG CUSTOMER ENGAGEMENT AND BEST-IN-CLASS NETWORK PERFORMANCE

STRONG ARPU UPLIFT TO ₹ 140, ALONGWITH LOWEST INDUSTRY CHURN REINFORCES JIO'S PREFERRED POSITIONING

ROBUST FINANCIAL PERFORMANCE WITH 33.7% YoY REVENUE GROWTH AND 55.4% YOY EBITDA GROWTH

HIGHLIGHTS OF QUARTER'S (Q1 – FY 2020-21) PERFORMANCE OF RJIL

Standalone Financials (₹ crore)	1Q' 20-21	1Q' 19-20	YoY Growth
Value of Services	19,513	14,593	33.7%
Operating revenue	16,557	12,383	33.7%
EBITDA	7,281	4,686	55.4%
EBITDA margin	44.0%	37.8%	613bps
EBIT	4,543	3,029	50.0%
Net Profit	2,520	891	182.8%

- Standalone revenue from operations, including access revenues, of ₹ 16,557 crore
- Standalone EBITDA of ₹ 7,281 crore and EBITDA margin of 44.0%, up from 37.8% in 1Q FY19-20
- Standalone Net Profit of ₹ 2,520 crore (182.8% YoY growth)
- Total Customer base as on 30th June 2020 of 398.3 million
- ARPU during the quarter of ₹ 140.3 per subscriber per month
- Total wireless data traffic during the quarter of 1,420 crore GB (30.2% YoY growth)
- Total voice traffic during the quarter of 88,944 crore minutes (13.2% YoY growth)

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Commenting on the results, Shri Mukesh D. Ambani, Chairman and Managing Director, Reliance Industries Limited said: “Jio started with a vision of connecting everything by building a robust and secure wireless and digital network and extending the benefits of digital connectivity to everyone in India. Thirteen investors, which include the largest technology companies and investors globally, now share a common vision with us.

Jio Platforms Limited with partnerships across promising Indian start-ups and globally renowned technology companies is set to drive the next leg of hyper growth for digital businesses. Our growth strategy is aimed at meeting the needs of all the 1.3 billion Indians. We remain focused on playing a leading role India's transformation into a Digital Society.”

Jio Platforms Limited concludes fund-raising exercise with marquee list of investors

- Jio Platforms Limited has raised ₹ 152,056 crore across thirteen investors which includes Facebook, Google, Silver Lake, Vista Equity Partners, General Atlantic, KKR, Mubadala, ADIA, TPG, L Catterton, Public Investment Fund of Saudi Arabia, Intel Capital and Qualcomm Ventures.
- Reliance Industries, post completion of these investments, would hold 66.48% equity stake in Jio Platforms on a fully diluted basis.
- Of the total investment, Jio Platforms Limited has already received ₹ 115,694 crore as subscription amount from ten investors. ₹ 22,981 crore will be retained at Jio Platforms to drive future growth.
- The investment process has been concluded with an investment of ₹ 33,737 crore by Google for 7.73% equity stake on fully diluted basis.
- Jio Platforms and Google have also entered into a commercial agreement to jointly develop an entry level affordable smartphone with optimizations to the Android operating system and the Play Store.

Jio Platforms Limited – An Integrated Tech Platform to serve a Billion Indians

Connectivity

- Total Customer base as of 30th June 2020 was 398.3 million.
- Strong wireless gross addition of 15.1 million during the quarter despite Covid related restrictions across the country.
- Monthly churn rate for wireless subscribers at only 0.46% during the quarter.
- Customer engagement has increased during the quarter with national lockdown driving average wireless data consumption per user per month to 12.1 GB and average voice consumption to 756 minutes per user per month.



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Digital Platforms

- Jio Platforms has rolled out India's first and only cloud-based video-conferencing app, JioMeet during the quarter. Within few days of launch JioMeet has been downloaded by more than 5 million users.
- JioMeet was used as a digital platform to host the 43rd AGM of Reliance Industries Limited virtually. During this event, JioMeet had 3.2 lakh concurrent users across 42 countries and 468 cities making it one of the largest shareholder meetings in the world.
- MyGov Corona Helpdesk powered by JioHaptik is the Indian government's official WhatsApp chatbot helpline to address FAQs on Covid-19. Over 30 million citizens have used it in the last 3 months, and it has also received 2 awards at CogX AI Summit London.
- EasyGov platform integrated with MyJio and JioPhone enabled 14 million eligibility checks for Atmanirbhar Bharat Scheme and other schemes for migrant labour and farmers.
- Jio has enabled e-learning across its digital platforms – JioTV (65 channels), JioSaavn (1,100 podcasts) and Jio Set-top box (21 applications). Apart from multiple content providers Jio has also collaborated with MoHRD, NCERT and Seven State Governments for this initiative.

FTTH services see pent-up demand due to lockdown

- The process of converting initial test users to paid-plans is largely complete with more than 1 million home users connected with Jio FTTH services.
- Average usage across the user base has witnessed a significant increase due to work from home and learn from home.
- JioTV+ with a single sign-in process will make it easier for the Jio set-top box users to access content across different OTT platforms without separate logins. JioTV+ brings together content from all the Jio media & entertainment applications along with other leading third-party content providers like Netflix, Amazon Prime, Disney Hotstar, Sony LIV, Zee5 and many more.
- Our rollout of services for large enterprises continues. Jio's enterprise-grade voice and data services in combination with cloud-based solutions would bring digitisation of Indian SMEs at par with large connected enterprises.

Innovation and Enhancement in the Largest Distribution and Service Network

- Reliance Retail is the master distributor for Jio services across mobility and FTTH. Reliance Retail manages a pan-India distribution channel of over 1 million retailers for customer acquisition and selling recharges.
- Jio has launched the Jio POS-Lite application to create a convenient alternative channel for our subscribers to recharge, purchase a new connection or port into Jio network. This

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peer to peer recharging application has had very healthy traction and minimised the impact of lockdown on recharge cycle of Jio subscribers.

- Our best-in-class self-service application, MyJio has been continuously enhanced with incremental features and integration of mini-apps like JioTV, JioSaavn, JioCinema, JioNews, JioMeet, JioHealthHub, JioEngage, JioCloud, EasyGov, JioMoney, JioTogether, AJIO, Reliance Digital, UPI and Stories.

Strong Financial Performance

- Jio has reported strong Revenue and EBITDA growth driven by sustained subscriber momentum and ARPU improvement.
- Quarterly operating revenue for RJIL increased 33.7% YoY to ₹ 16,557 crore with EBITDA margin of 44%.
- Strong EBITDA growth of 55.4% YoY to ₹ 7,281 crore drives net profit to ₹ 2,520 crore during the quarter (growth of 183% YoY).

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JIO PLATFORMS LIMITED

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR QUARTER ENDED 30th JUNE 2020

(₹ in crore, except per share data)

Particulars	Quarter Ended	
	30 th Jun'20	31 st Mar'20
INCOME		
Value of Services	20,277	17,993
GST Recovered	(3,023)	(2,620)
Revenue from Operations	17,254	15,373
Other Income	285	39
Total Income	17,539	15,412
EXPENSES		
Network Operating Expenses	5,237	4,699
Access Charges	1,393	1,367
License Fees/Spectrum Charges	1,818	1,576
Employee Benefits Expense	563	518
Finance Cost	1,170	1,136
Depreciation and Amortisation Expense	2,776	2,209
Selling and Distribution Expenses	288	223
Other Expenses	908	740
Total Expenses	14,153	12,468
Profit Before Exceptional Items & Tax	3,386	2,944
Exceptional Items (Net of Tax)	-	(31)
Profit Before Tax	3,386	2,975
Tax Expenses		
Current Tax	5	(251)
Deferred Tax	862	849
Net Profit for the period (before adjustment for Minority Interest)	2,519	2,377
Share of Loss transferred to Minority Interest	1	2
Net Profit for the period	2,520	2,379
Other Comprehensive Income		
(i) Items that will not be reclassified to profit or loss	68	16
(ii) Income tax relating to items that will not be reclassified to profit or loss	-	-
(iii) Items that will be reclassified to profit or loss	(16)	(18)
(iv) Income tax relating to items that will be reclassified to profit or loss	4	4
Total Other Comprehensive Income for the period (Net of Tax)	56	2
Total Comprehensive Income for the period	2,576	2,381
Earnings per Equity share of face value of ₹10/- each - Not annualised		
Basic (in ₹)	5.08	4.79
Diluted (in ₹)	3.72	3.58
Paid up Equity Share Capital, Equity Shares of ₹ 10/- each	4,961	4,961

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RELIANCE JIO INFOCOMM LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR QUARTER ENDED 30th JUNE 2020

(₹ in crore, except per share data)

Particulars	Quarter Ended			Year ended (Audited)
	30 th Jun'20	31 st Mar'20	30 th Jun'19	31 st Mar'20
INCOME				
Value of Services	19,513	17,454	14,593	63,983
GST Recovered	(2,956)	(2,619)	(2,210)	(9,667)
Revenue From Operations	16,557	14,835	12,383	54,316
Other Income	276	26	16	87
Total Income	16,833	14,861	12,399	54,403
EXPENSES				
Network Operating Expenses	5,225	4,560	3,824	16,930
Access Charges	1,393	1,367	1,555	5,795
License Fees/Spectrum Charges	1,818	1,576	1,287	5,720
Employee Benefits Expense	318	387	392	1,463
Finance Costs (Net)	1,168	1,133	1,660	6,617
Depreciation and Amortisation Expense	2,738	2,168	1,657	7,396
Selling and Distribution Expenses	275	227	345	1,277
Other Expenses	523	543	310	1,564
Total Expenses	13,458	11,961	11,030	46,762
Profit Before Exceptional Items & Tax	3,375	2,900	1,369	7,641
Exceptional Items (Net of Tax)	-	(31)	-	146
Profit Before Tax	3,375	2,931	1,369	7,495
Tax Expenses				
Current Tax	-	(252)	295	-
Deferred Tax	855	852	183	1,933
Net Profit for the period/year	2,520	2,331	891	5,562
Other Comprehensive Income				
(i) Items that will not be reclassified to profit or loss	(9)	(16)	-	(8)
(ii) Income tax relating to items that will not be reclassified to profit or loss	2	4	-	2
Total Other Comprehensive Income/(Loss) for the period/year (Net of Tax)	(7)	(12)	-	(6)
Total Comprehensive Income for the period/year	2,513	2,319	891	5,556
Earnings per Equity share of face value of ₹10/- each - Not annualised				
Basic (in ₹)	0.56	0.52	0.20	1.24
Diluted (in ₹)	0.15	0.14	0.14	0.59
Paid up Equity Share Capital, Equity Shares of ₹ 10/- each	45,000	45,000	45,000	45,000
Other Equity				1,25,956

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NOTES:

1. The figures for the corresponding previous period have been regrouped / reclassified wherever necessary, to make them comparable.
2. The Company continues to invest in augmentation of the wireless and wireline network capacity.
3. The Company is mainly engaged in the business of providing Digital Services. Accordingly, the Company presently has one Digital Services segment as per the requirements of Ind AS 108 - Operating Segments.
4. The Company has evaluated the implications of the COVID 19 pandemic and has determined that there is no significant impact on its financial position and performance.
5. 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 29th July 2020. The Statutory Auditors of the Company have carried out a Limited Review of the aforesaid results.