



BHARAT SANCHAR NIGAM LIMITED  
(A Government of India Enterprise)  
Corporate Office (Revenue Management Branch)  
2<sup>nd</sup> Floor, 216, Eastern Court Janpath,  
New Delhi-110 001

No.42/2012-BSNL/TR (Part)

Dated 20th February, 2013

To,

All Heads of Telecom Circles/ Metro Telephone Districts, BSNL  
(Except NEI, Gujarat, Haryana, HP, J&K, Punjab, Rajasthan, UP(E), Uttarakhand  
and Kerala Circles)

Subject: Decline of more than 10% in Revenue of January, 2013 Vs. January, 2012 in  
respect of Landline Services.

While going through the revenue of Landline segment for the month of January, 2013, it is noticed that revenue of Landline service has fallen for more than 10% in most of Circles in January, 2013 Vs. January, 2012 (Details are given in enclosed sheet).

Such huge fall in revenue in Landline segment is a matter of great concern and needs to be reviewed for taking necessary steps to arrest any further fall in revenue.

Action taken in this regard by your Circle may be intimated to this office for submission of the same to BSNL Management.

This may kindly be treated as Most Urgent.

Encl: As above.

( G.P. Verma )  
General Manager (Finance) CFA

**Circle wise Revenue performance for the month of Jan 13 in comparisobn to Jan 12**  
**and compariosn of Jan 12 revenue with jan 11** (Amount Rs. In Thousands)

**LANDLINE**

| Circle            | Jan-11         | Jan-12         | Diff(%)       | Jan-12         | Jan-13         | Diff(%)       |
|-------------------|----------------|----------------|---------------|----------------|----------------|---------------|
| A&N               | 4423           | 3674           | -16.93        | 3674           | 2403           | -34.59        |
| Assam             | 50946          | 39319          | -22.82        | 39319          | 33942          | -13.68        |
| Bihar             | 20439          | 34419          | 68.40         | 34419          | 28697          | -16.62        |
| Jharkhand         | 106708         | 34631          | -67.55        | 34631          | 29047          | -16.12        |
| NE-I              | 30936          | 16898          | -45.38        | 16898          | 15800          | -6.50         |
| NE-II             | 29593          | 13848          | -53.21        | 13848          | 10147          | -26.73        |
| Orissa            | 78675          | 67123          | -14.68        | 67123          | 59232          | -11.76        |
| WB                | 107867         | 90977          | -15.66        | 90977          | 70071          | -22.98        |
| Kolkata           | 180735         | 233419         | 29.15         | 233419         | 205825         | -11.82        |
| <b>Total EZ</b>   | <b>610322</b>  | <b>534308</b>  | <b>-12.45</b> | <b>534308</b>  | <b>455164</b>  | <b>-14.81</b> |
| Chhatisgarh       | 51608          | 32513          | -37.00        | 32513          | 28281          | -13.02        |
| Gujrat            | 627166         | 406463         | -35.19        | 406463         | 371340         | -8.64         |
| MP                | 428842         | 172767         | -59.71        | 172767         | 146016         | -15.48        |
| MH                | 1178693        | 600151         | -49.08        | 600151         | 512532         | -14.60        |
| <b>Total WZ</b>   | <b>2286309</b> | <b>1211894</b> | <b>-46.99</b> | <b>1211894</b> | <b>1058169</b> | <b>-12.68</b> |
| Haryana           | 170109         | 104719         | -38.44        | 104719         | 115106         | 9.92          |
| HP                | 57060          | 38746          | -32.10        | 38746          | 38029          | -1.85         |
| J&K               | 73446          | 41642          | -43.30        | 41642          | 41406          | -0.57         |
| Punjab            | 307564         | 177660         | -42.24        | 177660         | 170698         | -3.92         |
| Rajasthan         | 261616         | 199431         | -23.77        | 199431         | 196815         | -1.31         |
| UPE               | 92416          | 91458          | -1.04         | 91458          | 89242          | -2.42         |
| UPW               | 163501         | 98698          | -39.63        | 98698          | 119403         | 20.98         |
| UTL               | 50074          | 42060          | -16.00        | 42060          | 38244          | -9.07         |
| <b>Total NZ</b>   | <b>1175786</b> | <b>794414</b>  | <b>-32.44</b> | <b>794414</b>  | <b>808943</b>  | <b>1.83</b>   |
| AP                | 456562         | 375272         | -17.80        | 375272         | 336749         | -10.27        |
| Karnataka         | 530523         | 486730         | -8.25         | 486730         | 383488         | -21.21        |
| Kerala            | 598354         | 471593         | -21.18        | 471593         | 438617         | -6.99         |
| Tamilnadu         | 400250         | 323224         | -19.24        | 323224         | 277046         | -14.29        |
| Chennai TD        | 284402         | 281747         | -0.93         | 281747         | 230395         | -18.23        |
| <b>Total SZ</b>   | <b>2270091</b> | <b>1938566</b> | <b>-14.60</b> | <b>1938566</b> | <b>1666295</b> | <b>-14.04</b> |
| <b>BSNL TOTAL</b> | <b>6342508</b> | <b>4479182</b> | <b>-29.38</b> | <b>4479182</b> | <b>3988571</b> | <b>-10.95</b> |