

CP&M CELL, BSNL Corporate Office,
6th floor, Room No. 602,
Bharat Sanchar Bhawan,
Janpath, New Delhi - 110001.

Tel: 91-11-23730389

Fax: 91-11-23765453

e-mail: ftp@bsnl.co.in



भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

To

1) to 26) All Chief General Managers,
BSNL Telecom Circles/ Metro Distts.

No. 1-2(1)/Market Share/2014-CP&M

Dated: 07.04.2015

Sub: Tele-density and Market Share as on 28.02.2015.

During February 2015, the total telephone connections & total wireless telephone connections in the country have increased by 8.22 million & 8.4 million respectively, taking the total telephone connections in the country to 987.31 million (As on 28th February, 2015). Some operators have been showing the negative growth i.e. BSNL(2.72 Mn.) & Sistema(0.04 Mn.) in the total telephone connection during February 2015 (As per BSNL MIS Report, COAI & AUSPI reports). During January 2015, 0.07 million broadband(wired) connections were increased taking the total broadband(wired) connections in the country to 15.39 million as on 31.01.2015.

The tele-density & market share of all telecom operators is prepared from above reports & enclosed as Annexure-1 to 11.
From reports, it is seen that:

1.0 For total telephone connections:

- 1.1 The total telephone connections as on 28.02.2015 are 987.31 million, out of which 94.23 million are provided by BSNL.
- 1.2 BSNL has been at 05th position as an operator with Market share of 9.54%. BSNL market share has decreased by 0.4% during the month of February 2015 and by 2.6% during 2014-15 (upto 28.02.2015).
- 1.3 BSNL's telephone connections have decreased by 2.72 million during the month of February 2015 and by 19 million during the year 2014-15 (upto 28.02.2015).

2.0 For Wireless connections:

2.1 For Wireless Service:

- 2.1.1 The total connections as on 28.02.2015 are 961 million, out of which 78 million are provided by BSNL.
- 2.1.2 BSNL has been at 06th position as an operator with Market share of 8.1%. BSNL market share has decreased by 0.34% during the month of February 2015 & by 2.4% during 2014-15 (upto 28.02.2015).
- 2.1.3 BSNL's connections have declined by 2.6 million during the month of February 2015 and by 17.1 million during 2014-15 (upto 28.02.2015).
- 2.1.4 The Wireless industry has grown by 6.2% in terms of connections during 2014-15(upto 28.02.2015) but relatively, BSNL has declined by 18.02%.

2.2 Proportion of VLR subscribers:

- 2.2.1 The graphical depiction of proportion of VLR Subscribers, service provider wise is given at Annexure-11.
- 2.2.2 The total VLR Subscribers as on 31.01.2015 is 842.4 million, which comes to approximately 89% of total wireless telephone connections.

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2.2.3 In terms of %age of active subscriber, BSNL is at 7th position with 69.59% active connections.

2.2.4 Idea leads the list in %age of active subscriber with 102%, followed by Reliance 98%, Airtel 96%, Vodafone 95.02% and Uninor 74%.

3.0 For Broadband(wired) services:

3.1 The total connections as on 31.01.2015 are 15.39 million, out of which 9.98 million are provided by BSNL.

3.2 BSNL has unchanged by 0 million connections during the month of January 2015.

3.3 BSNL has been at 1st position as an operator with Market share of 65% as on 31.01.2015. BSNL market share has decreased by 0.3% during the month of January 2015.

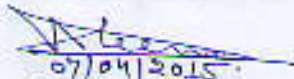
4.0 Summary:

4.1 The tele-density in the country is 78.72% with Delhi License area at top (237%) and Bihar License area at lowest (50.22%) as on 28.02.2015. The Broadband(wired)-density in the country is 1.23% out of which BSNL has provided 0.8% as on 31.01.2015.

4.2 As an operator with total number of telephone connections in a single license area BSNL holds 1st position in no Circle.

4.3 In total number of wireless connections, BSNL has No.2 position in no License areas.

Encl:- Annexure 1 to 11.


07/04/2015
AGM(CPM-1)

Copy to: 1) O/c

2) CMD BSNL for kind information.

3-7) Director (CFA/CM/ Enterprise/HR/F) for kind information.

8-11) ED (IT&CA/CN/F/NB) for kind information.

12-14) GM (C&M)/Company Secretary/MIS

15) BSNL Intranet Portal

If you find any discrepancies OR hence any suggestions to improve this report kindly e-mail at agmcpm1@gmail.com