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To

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

No. CP&M/1-2 (1) /Market Share/2013

Dated: 07.11.2013

Sub: Tele-density and Market Share as on 30.09.2013.

During September 2013, the total telephone connections & total wireless telephone connections in the country have increased by 3.80 million & 3.97 million respectively, taking the total telephone connections in the country to 909.96 million (As on 30th September, 2013). Some operators have been showing the negative growth i.e. Reliance(0.33 Mn.), Tata(0.13 Mn.), BSNL(0.27 Mn.), Sistema(0.01 Mn.) & MTNL(0.28 Mn.) in the total telephone connection during September 2013 (As per MIS, COAI & AUSPI report). During August 2013, 0.04 million broadband connections were increased taking the total broadband connections in the country to 15.28 million as on 31.08.2013.

The tele-density & market share of all telecom operators is enclosed (Annexure-1 to 11).

It is seen that:

(1) For total telephone connections:

- (i) The total telephone connections as on 30.09.2013 are 909.96 million, out of which 117.22 million are provided by BSNL.
- (ii) BSNL has been at 5th position as an operator with Market share of 12.88%. BSNL market share has decreased by 0.08% during the month of September 2013 and by 0.66% during 2013-14 (upto 30.09.2013).
- (iii) BSNL's telephone connections have decreased by 0.27 million during the month of September 2013 and by 4.42 million during the year 2013-14 (upto 30.09.2013).
- (iv) **BSNL has been at 13th position w.r.t. addition of the total telephone connections during FY 2013-14 (upto September 2013).**

(2) For Wireless connections:

(a) For Wireless Service:

- (i) The total connections as on 30.09.2013 are 876.67 million, out of which 97.93 million are provided by BSNL.
- (ii) BSNL has been at 5th position as an operator with Market share of 11.11%. BSNL market share has decreased by 0.06% during the month of September 2013 and by 0.55% during 2013-14 (upto 30.09.2013).
- (iii) BSNL's connection has decreased by 0.07 million during the month of September 2013 and by 3.34 million during 2013-14 (upto 30.09.2013).
- (iv) **BSNL has been at 13th position w.r.t. addition of the total wireless connections during FY 2013-14 (upto September 2013).**

- 213/6
- (v) The Wireless industry has grown by 1.49% in terms of connections during 2013-14 (upto 30.09.2013) but relatively, BSNL has declined by 3.31%.

(b) Proportion of VLR subscribers:

- (i) The graphical depiction of proportion of VLR Subscribers, service provider wise is given at Annexure-11.
- (ii) The total VLR Subscribers as on 31.08.2013 is 735.88 million, which comes to approximately 83.94% of total wireless telephone connections.
- (iii) In terms of %age of active subscriber, BSNL is at 11th position with 56.00% active connections.
- (iv) Idea leads the list in %age of active subscriber with 97.80%, followed by Vodafone 95.94%, Airtel 95.05%, Reliance 86.68% and Tata 68.36%.

(3) For Broadband(DSL) services:

- (i) The total connections as on 31.08.2013 are 15.28 million, out of which 9.97 million are provided by BSNL.
- (ii) BSNL has added by 0.022 million connections during month of August 2013 and 0.046 million during 2013-14 (upto 31.08.2013).
- (iii) BSNL has been at 1st position as an operator with Market share of 65.27% as on 31.08.2013. BSNL market share has decreased by 0.03% during the month of August 2013 and by 0.69% during 2013-14 (upto 31.08.2013).

(4) Summary:

- (i) The tele-density in the country is 73.83% with Kolkata License area at top 145.42% and Bihar License area at lowest 43.95% as on 30.09.2013. The Broadband-density in the country is 1.24% out of which BSNL's share is 0.81% as on 31.08.2013.
- (ii) BSNL holds 1st position as an operator with total number of telephone connections in a single license area viz. Kerala Circle.
- (iii) In total number of mobile connections, BSNL has No.2 position in 4 License areas viz. HP, Karnataka, Kerala and Orissa Circles.

Encl:- Annexure 1 to 11.

AGM (CPM-1) 21/11/2013

Copy to : 27) O/c

- 28) CMD BSNL for information.
- 29-33) Director (F)/(CFA)/(HR)/(Enterprise)/(CM) for information.
- 34-37) ED (CA)/ (F)/ (CN)/(NB) for information.
- 38-40) GM (C&M)/ Company Secretary/MIS
- 41) BSNL Intranet Portal