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To

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

No. 1-2(1)/Market Share/2017-CP&M

Dated: 19.01.2018

Sub: Tele-density and Market Share Report as on 30.11.2017.

During November 2017, the total telephone connections & total wireless telephone connections in the country have decreased by 15.88 million & 15.76 million respectively, taking the total telephone connections in the country to 1.18 billion (As on 30th November, 2017). BSNL's achievement of 9.23 lakhs vs. Jio's 61.17 lakhs, Bharti's 43.44 lakhs, Idea's 31.98 lakhs & Vodafone's 27.08 lakhs in the total telephone connection during November 2017 (As per TRAI & BSNL MIS Report). During November 2017, 0.13 million broadband(wired) connections were decreased taking the total broadband(wired) connections in the country to 17.85 million as on 30.11.2017.

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 30.11.2017 are 1186.29 million, out of which 120.39 million are provided by BSNL.

1.2 BSNL has been at 05th position as an operator with Market share of 10.15%. BSNL market share has increased from 9.94% to 10.15% during the month of November 2017 and increased from 9.63% to 10.15% during 2017-18 (upto 30.11.2017).

1.3 BSNL's telephone connections have increased by 9.23 lakhs during the month of November 2017 and increased by 53.05 lakhs during the year 2017-18 (upto 30.11.2017).

(Source: MIS, MTNL & TRAI, As on: November 2017)

2.0 For Wireless connections:

2.1 For Wireless Service:

2.1.1 The total connections as on 30.11.2017 are 1162.90 million, out of which 107.83 million are provided by BSNL.

2.1.2 BSNL has been at 05th position as an operator with Market share of 9.27%. BSNL market share is 9.27%, while its WLL & GSM's Market share is 2.04 & 11.01%, respectively.

2.1.3 BSNL's connections have increased by 10.37 lakhs during the month of November 2017 and increased by 64.36 lakhs during 2017-18 (upto 30.11.2017).

2.1.4 The Wireless industry has decreased by 0.66% in terms of connections during 2017-18 (upto 30.11.2017) relatively, BSNL's connections has shot up by 6.35%.

(Source: MIS, MTNL & TRAI, As on: November 2017)

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 30.11.2017 is 1006.42 million, which comes to approximately 86.57% of total wireless telephone connections.

2.2.3 In terms of %age of active subscriber, BSNL is at 8th position with 60.19% active connections.

2.2.4 Idea leads the list in %age of active subscriber with 102.47%, followed by, Bharti 99.23%, Vodafone 94.87%, Jio 81.45% and Tata 74.42%.

(Source: TRAI, As on: November 2017)

3.0 For Broadband(wired) services:

3.1 The total connections as on 30.11.2017 are 17.85 million, out of which 9.43 million are provided by BSNL.

3.2 BSNL has decreased by 0.05 million connections during the month of November 2017.

3.3 BSNL has been at 1st position as an operator with Market share of 52.83% as on 30.11.2017. BSNL market share has increased from 52.73% to 52.83% during the month of November, 2017.

(Source: TRAI, As on: November 2017)

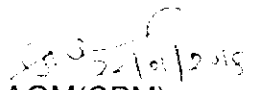
4.0 Summary:

4.1 The tele-density in the country is 89.84% with Delhi License area at top (250.96%) and Bihar License area at lowest (58.91%) as on 30.11.2017. The Broadband(wired)-density in the country is 1.35% out of which BSNL has provided 0.71% as on 30.11.2017.

4.2 In total telephone connections, Kerala was *top* ranked at 1, Orissa & HP were each *top* ranked at 2.

4.3 In wireless telephone connections, Orissa, Kerala & HP were each *top* ranked at 2.

(Source: MIS, MTNL & TRAI, As on: November 2017)


AGM(CPM)

Copy to: 1) BSNL Intranet Portal with all Annexures.

Note: Due to Environment protection & Austerity measures, the circulation of physical copies of Annexures mention in this letter have been stopped.