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To

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

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

Dated:31.03.2014

Sub: Tele-density and Market Share as on 28.02.2014.

During February 2014, the total telephone connections & total wireless telephone connections in the country have increased by 7.24 million & 7.4 million respectively, taking the total telephone connections in the country to 929.3 million (As on 28th February, 2014). Some operators have been showing the negative growth i.e. BSNL(0.02 Mn.), Bharti(0.0002 Mn.), Tata(0.03 Mn.), Sistema Shyam(0.7 Mn.) & Loop Mobile(0.03 Mn.) in the total telephone connection during February 2014 (As per MIS, COAI & AUSPI report). During January 2014, 0.01 million broadband connections were increased taking the total broadband connections in the country to 14.55 million as on 31.01.2014.

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 28.02.2014 are 929.3 million, out of which 113.45 million are provided by BSNL.
- (ii) BSNL has been at 5th position as an operator with Market share of 12.21%. BSNL market share has decreased by 0.1% during the month of February 2014 and by 1.34% during 2013-14 (upto 28.02.2014).
- (iii) BSNL's telephone connections have decreased by 0.02 million during the month of February 2014 and by 8.2 million during the year 2013-14 (upto 28.02.2014).
- (iv) BSNL has been at 13th position w.r.t. addition of the total telephone connections during FY 2013-14 (upto February 2014).

(2) For Wireless connections:

(a) For Wireless Service:

- (i) The total connections as on 28.02.2014 are 901 million, out of which 94.83 million are provided by BSNL.
- (ii) BSNL has been at 5th position as an operator with Market share of 10.53%. BSNL market share has decreased by 0.07% during the month of February 2014 & by 1.13% during 2013-14 (upto 28.02.2014).
- (iii) BSNL's connection has inclined by 0.12 million during the month of February 2014 and declined by 6.4 million during 2013-14 (upto 28.02.2014).
- (iv) BSNL has been at 13th position w.r.t. addition of the total wireless connections during FY 2013-14 (upto February 2014).

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- (v) The Wireless industry has grown by 3.79% in terms of connections during 2013-14 (upto 28.02.2014) but relatively, BSNL has declined by 6.3%.

(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 31.01.2014 is 770.94 million, which comes to approximately 86.49% of total wireless telephone connections.
- (iii) In terms of %age of active subscriber, BSNL is at 9th position with 59.36% active connections.
- (iv) Idea leads the list in %age of active subscriber with 101.79%, followed by Airtel 96.16%, Vodafone 95.7%, Reliance 93.56% and Unitech 75.31%.

(3) For Broadband(DSL) services:

- (i) The total connections as on 31.01.2014 are 14.55 million, out of which 9.95 million are provided by BSNL.
- (ii) BSNL has declined by 0.01 million connections during month of January 2014.
- (iii) BSNL has been at 1st position as an operator with Market share of 68.38 % as on 31.01.2014. BSNL market share has increased by 2.42% during the month of January 2014.

(4) Summary:

- (i) The tele-density in the country is 75.01 % with Delhi License area at top (227.38%) and Bihar License area at lowest (45.5%) as on 28.02.2014. The Broadband-density in the country is 1.18% out of which BSNL's share is 0.8% as on 31.01.2014.
- (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 wireless connections, BSNL has No.2 position in 2 License areas viz. Karnataka and Kerala Circles.

Encl:- Annexure 1 to 11.

[Signature]
for AGM(CPM-1) 4/14

Copy to: 1) O/c

2) CMD BSNL for information.

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

8-10) ED (CA)/(F)/(CN) for information.

11-13) GM (C&M)/Company Secretary/MIS

14) BSNL Intranet Portal