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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/2016-CP&M

Dated: 17.02.2017

Sub: Tele-density and Market Share Report as on 30.11.2016.

During November 2016, the total telephone connections & total wireless telephone connections in the country have increased by 9.68 million & by 9.75 million respectively, taking the total telephone connections in the country to 1.12 billion (As on 30th November, 2016). BSNL's achievement of 7.74 lakhs vs. Jio's 1.62 crores, Bharati's 10.97 lakhs & Vodafone's 8.93 lakhs in the total telephone connection during November 2016 (As per BSNL MIS Report, COAI & AUSPI reports). During November 2016, 0.13 million broadband(wired) connections were added taking the total broadband(wired) connections in the country to 18.06 million as on 30.11.2016.

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 30.11.2016 are 1.12 billion, out of which 110.03 million are provided by BSNL.

1.2 BSNL has been at 04th position as an operator with Market share of 9.79%. BSNL market share has decreased from 9.8% to 9.79% during the month of November 2016 and increased from 9.59% to 9.79% during 2016-17 (upto 30.11.2016).

1.3 BSNL's telephone connections have increased by 7.74 lakhs during the month of November 2016 and increased by 84.54 lakhs during the year 2016-17 (upto 30.11.2016).

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: November 2016)

2.0 For Wireless connections:

2.1 For Wireless Service:

2.1.1 The total connections as on 30.11.2016 are 1.1 billion, out of which 96.24 million are provided by BSNL.

2.1.2 BSNL has been at 04th position as an operator with Market share of 8.75%. BSNL market share is unchanged at 8.75% during the month of November 2016 & increased from 8.4% to 8.75% during 2016-17 (upto 30.11.2016).

2.1.3 BSNL's connections have increased by 8.61 lakhs during the month of November 2016 and by 94.25 lakhs during 2016-17 (upto 30.11.2016).

2.1.4 The Wireless industry has increased by 6.37% in terms of connections during 2016-17 (upto 30.11.2016) relatively, BSNL's connections has shot up by 10.86%.

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: November 2016)

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 30.11.2016 is 968.6 million, which comes to approximately 88.11% of total wireless telephone connections.

2.2.3 In terms of %age of active subscriber, BSNL is at 8th position with 68.07% active connections.

2.2.4 Idea leads the list in %age of active subscriber with 100.84%, followed by, Airtel 96.65%, Vodafone 94.76%, Reliance 85.46% and Jio 84.44%.

(Source: TRAI, As on: November 2016)

3.0 For Broadband(wired) services:

3.1 The total connections as on 30.11.2016 are 18.06 million, out of which 9.95 million are provided by BSNL.

3.2 BSNL has increased by 0.01 million connections during the month of November 2016.

3.3 BSNL has been at 1st position as an operator with Market share of 55.09% as on 30.11.2016. BSNL market share has decreased from 55.44% to 55.09% during the month of November, 2016.

(Source: TRAI, As on: November 2016)

4.0 Summary:

4.1 The tele-density in the country is 87.18% with Delhi License area at top (238.13%) and Bihar License area at lowest (57.7%) as on 30.11.2016. The Broadband(wired)-density in the country is 1.4% out of which BSNL has provided 0.77% as on 30.11.2016.

4.2 In total telephone connections, Orissa, Kerala & 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, COAI, AUSPI & TRAI, As on: November 2016)


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.

Sub: - Tele-density Circlewise urban Rural Area & All operators as on 30/11/2016.

S. No.	Name of Circle	No. of DELs of BSNL			PSU DELs license Area-wise	Total Pvt Opr	Grand Total	% Tele density				% Tele density for Operator		% Market share of BSNL	Popul License area-wise	Population in thousands		
		Urban	Rural	Total				BSNL Urban	BSNL Rural	BSNL Total	PSU	Total	Urban			Rural	Total	
1	Andaman & Nicobar	2,57,914	1,69,681	4,27,595	#	#	#	139.76	53.87	85.60					500	185	315	
2	Andhra Pradesh	53,44,218	56,22,929	1,09,67,147	1,09,67,147	6,98,50,344	8,08,17,491	22.29	8.60	12.27	12.27	90.44	13.57	89,362	89,362	23,973	65,389	
3	Assam	11,05,050	5,20,534	16,25,584	16,25,584	1,90,68,596	2,06,94,170	22.92	1.85	4.94	4.94	62.82	7.86	32,940	32,940	4822	28118	
4	Bihar	18,47,163	11,62,601	30,09,764	43,07,616	7,63,92,083	8,06,99,899	16.82	1.23	2.84	3.08	57.70	5.34	1,39,655	1,05,824	10,985	94,840	
5	Chhattisgarh	11,37,485	5,58,206	16,95,691	#	#	#	18.00	2.75	6.37					26,606	6319	20,287	
6	Gujarat	36,70,121	16,94,861	53,64,982	53,64,982	6,21,36,768	6,75,01,750	13.44	4.54	8.30	8.30	104.40	7.95	64,659	64,659	27,314	37,345	
7	Haryana	29,40,837	8,53,759	37,94,596	37,94,596	1,98,90,918	2,36,85,514	26.60	4.81	13.53	13.53	84.48	16.02	28,038	28,038	10,281	17,757	
8	Himachal Pradesh	7,56,780	13,69,502	21,26,282	21,26,282	76,75,352	96,01,634	88.44	21.66	29.62	29.62	136.55	21.69	7,178	7,178	856	6,322	
9	Jammu & Kashmir	14,45,665	1,73,895	16,19,560	16,19,560	94,38,747	1,10,58,307	40.74	1.92	12.83	12.83	87.59	14.65	12,625	12,625	3548	9,077	
10	Jharkhand	9,42,674	3,55,178	12,97,852	12,97,852	#	#	12.13	1.35	3.81					34,031	7,771	26,260	
11	Karnataka	63,02,020	18,29,214	81,31,234	81,31,234	5,98,01,933	6,79,33,167	27.47	4.55	12.87	12.87	107.52	11.97	63,181	63,181	22,944	40,237	
12	Kerala	56,43,579	49,54,195	1,05,97,774	1,05,97,774	2,87,71,428	3,93,69,202	63.12	18.25	29.37	29.37	109.10	26.92	36,086	36,086	8,941	27,145	
13	Madhya Pradesh	26,19,720	12,31,110	38,50,830	55,46,521	6,08,88,454	6,64,34,975	11.48	2.19	4.87	5.25	62.85	8.35	1,05,696	79,090	22,858	56,232	
14	Maharashtra	51,27,387	26,97,336	78,24,725	76,24,725	8,26,08,044	9,06,32,769	15.23	3.93	7.64	7.84	86.52	8.63	1,02,391	1,02,391	33,676	68,715	
15	North East - 1	6,50,271	2,50,192	9,00,463	9,00,463	1,04,66,303	1,23,15,862	32.62	4.33	11.59	13.08	87.09	15.02	14,141	7,771	1,993	5,777	
16	North East - 2	6,23,129	3,25,967	9,49,096	9,49,096	#	#	39.11	6.82	14.90					6,371	1,593	4,777	
17	Orissa	30,37,250	19,97,396	50,34,646	50,34,646	2,73,97,642	3,24,32,288	39.43	5.67	11.72	11.72	75.52	15.52	42,944	42,944	7,703	35,241	
18	Punjab	39,30,894	10,39,642	49,70,536	49,70,536	3,12,61,760	3,62,32,286	31.19	5.53	15.82	15.82	115.32	13.72	31,419	31,419	12,604	18,815	
19	Rajasthan	36,77,642	19,51,628	56,29,270	56,29,270	5,88,68,444	6,44,97,714	20.40	3.46	7.57	7.57	63.69	8.73	74,399	74,399	18,027	56,372	
20	Tamilnadu	74,15,458	9,19,309	83,34,767	83,34,767	6,52,19,742	7,35,54,509	26.08	2.86	13.77	13.77	121.48	11.33	60,547	60,547	28,434	32,113	
21	Uttaranchal	7,82,992	4,69,932	12,52,924	12,52,924	#	#	24.40	5.94	11.26					11,124	3,208	7,915	
22	Uttarpradesh East	77,32,054	30,52,838	1,07,84,892	1,07,84,892	8,85,42,781	9,93,27,673	29.00	2.43	7.07	7.07	55.13	10.85	1,52,500	1,52,500	26,663	125,837	
23	Uttarpradesh West	32,90,411	10,05,985	42,96,396	42,96,396	5,63,14,183	6,18,63,513	13.94	2.17	6.14	6.84	76.25	8.97	81,132	70,008	23,607	46,401	
24	West Bengal	8,70,288	9,52,778	18,23,066	18,23,066	5,22,36,064	5,44,86,725	8.06	1.38	2.28	2.80	17.73	4.13	60,443	79,943	10,903	69,141	
25	Kolkata	14,58,139	0	14,58,139	14,58,139	2,65,79,730	2,80,37,869	9.49		0.49	9.49	182.42	5.20	15,370	15,370	1,177	0	
26	Chennai	20,19,082	2,51,810	22,70,892	22,70,892	1,17,25,719	1,39,96,611	18.07		20.32	20.32	125.23	16.22	11,177	11,177	11,177	0	
Total		7,46,28,223	3,54,10,680	11,00,38,903	11,00,38,903	92,55,35,035	1,03,53,73,838	21.59	3.93	8.83	8.83	83.09	10.63	12,46,084	12,46,084	34,565	90,042	
27	Delhi				39,38,639	4,83,76,108	5,23,14,747				17.93	28.13		21,969	21,969	21,194	774	
28	Mumbai				32,32,084	3,35,58,337	3,67,90,401				14.80	118.43		21,843	21,843	21,843	0	
G. Total		7,46,28,223	3,54,10,680	11,00,38,903	11,72,09,606	1,00,72,69,480	1,12,44,79,086	21.59	3.93	8.83	9.09	87.18	9.79	12,89,895	12,89,895	3,88,693	9,01,202	
Percentage Contribut		6.64	3.15	9.79	10.42	89.58	100.00											

Note: #

(1) West Bengal Telecom Circle Licensing Area includes A & N Circle

(2) NE-1 Telecom Circle Licensing Area includes NE-2 Circle

(3) UP(W) Licensing Area includes Uttaranchal Circle

(4) M.P. Licensing Area includes Chhattisgarh Circle

(5) Bihar Licensing area includes Jharkhand Circle.

Source:BSNL-MIS-Report & AUSPI/COAI data Reports

No. 1-2(1)/Market Share/2016-CP&M

Sub:- Total telephones connections operatorwise & Market Share as on 30.11.2016

S. No.	Name of Operator	Telephone Connections (in Million)					%age Telephone Market Share					
		Wired Line	Wireless			Grand Total	Wiredline	Wireless			Grand Total	
			WLL	GSM	LTE			WLL	GSM	LTE		
1	BSNL	13.79	1.01	95.24		96.25	56.48	0.77	10.38		8.75	9.79
2	Bharti Airtel	3.82		263.35		263.35	15.68		28.72		23.94	23.76
3	Reliance Telecom	1.18	66.29	20.04		86.32	4.81	50.57	2.18		7.85	7.78
4	Vodafone Essar	0.13		202.79		202.79	0.52		22.11		18.43	18.05
5	Tata Indicom	1.73	54.61			54.61	7.08	41.66	0.00		4.96	5.01
6	Idea			187.68		187.68			20.46		17.06	16.69
7	Aircel			90.65		90.65			9.88		8.24	8.06
8	MTNL	3.46	0.09	3.62		3.71	14.16	0.07	0.40		0.34	0.64
9	Jio				51.88	51.88				100.00	4.72	4.61
10	Quadrant Televentures	0.26	2.90			2.90	1.06	2.21			0.26	0.28
11	Sistema Shyam	0.06	6.17			6.17	0.24	4.71			0.56	0.55
12	Uninor			53.75		53.75			5.86		4.89	4.78
13	Vidlocon			0.00		0.00			0.00		0.00	0.00
	Total	24.42	131.07	917.11	51.88	1,100.06	100.00	100.00	100.00	100.00	100.00	100.00
	BSNL operational area	18.21	115.37	856.22	45.58	1,017.17						

% Share of BSNL All India	56.48	0.77	10.38		8.75	9.79
% Share of BSNL in own operational area	75.75	0.88	11.12		9.46	10.63

Sub-: %age contrib

S. No.	Name of circle	Achievement during 2015-17 (upto 30.11.2016)										By BSNL					Sage contribution of BSNL in telephone connection achievement				
		By All Operators					Wireless					Wireless					Wireless				
		Wireless					Wireless					Wireless					Wireless				
		WLL	GSM	LTE	Total	Total	WLL	GSM	Total	Total	WLL	GSM	Total	Total	WLL	GSM	Total	Total			
1	Andaman & Nicobar	-98,332	27,80,706	44,85,889	45,30,934	44,32,552	-1,22,019	5,739	95,548	-26,471	-	1,01,287	95,548	-	-	3.84	2.13	-	-	-	
2	Assam	-2,018	12,74,262	7,01,438	19,75,909	19,73,791	-3,336	109	1,25,364	1,22,135	-	1,25,364	1,25,473	-	100.00	9.84	6.35	-	-	6.19	
3	Bihar	-12,229	10,28,852	18,96,133	29,47,292	58,58,048	-12,501	-1,51,581	8,15,911	6,51,829	-	8,15,911	6,54,330	-	-	23.03	11.32	-	-	11.13	
4	Chhattisgarh	0	0	0	0	0	0	0	0	0	-	0	0	-	-	-	-	-	-	-	
5	Gujarat	-60,910	1,83,327	38,21,889	39,87,402	38,26,492	-69,287	-9,044	6,82,073	5,83,742	-	6,82,073	6,53,029	-	-	255.78	17.09	-	-	15.02	
6	Haryana	-17,952	4,68,212	9,33,903	14,76,894	58,817	-18,268	-2,394	3,05,373	3,02,979	-	3,05,373	3,02,979	-	-	32.70	20.51	-	-	370.84	
7	Himachal Pradesh	-17,670	2,97,084	4,82,716	7,59,270	7,41,600	-17,435	-7,314	2,69,889	2,62,575	-	2,69,889	2,62,575	-	-	90.66	34.58	-	-	33.06	
8	Jammu & Kashmir	2,976	33,440	4,19,952	6,55,484	11,08,876	2,976	3,838	1,80,595	1,84,403	-	1,80,595	1,84,403	-	11.48	43.00	16.83	-	-	16.85	
9	Jharkhand	0	0	0	0	0	0	0	0	0	-	0	0	-	-	-	-	-	-	-	
10	Karnataka	-27,013	13,18,711	23,81,399	33,07,105	43,42,860	-75,020	-11,105	-29,421	-40,527	-	-29,421	-40,527	-	-	-	-	-	-	-	
11	Kerala	-1,69,428	9,72,758	21,37,872	29,32,358	27,62,930	-1,72,195	-43,379	10,30,939	9,87,560	-	10,30,939	9,87,560	-	-	48.22	33.68	-	-	29.51	
12	Madhya Pradesh	-6,601	-10,44,116	26,72,751	-2,73,551	-2,80,152	-15,577	-24,726	4,35,609	4,10,882	-	4,35,609	4,10,882	-	-	-	-	-	-	-	
13	Maharashtra	-1,02,092	18,25,202	30,85,718	46,50,424	45,50,332	-1,11,985	-13,357	5,62,398	5,49,041	-	5,62,398	5,49,041	-	-	18.71	11.81	-	-	9.60	
14	North East -	-1,876	2,216	6,82,337	11,16,776	11,16,898	-2,028	2,216	96,811	96,811	-	96,811	96,811	-	100.00	13.98	8.95	-	-	8.68	
15	North East -	0	0	0	0	0	0	0	0	0	-	0	0	-	-	-	-	-	-	-	
16	Orissa	-15,534	2,49,794	19,20,687	14,08,967	30,79,860	-16,328	-3,986	6,20,165	6,16,182	-	6,20,165	6,16,182	-	-	32.29	20.01	-	-	19.58	
17	Punjab	-33,249	4,04,223	14,17,457	24,48,014	34,25,989	-49,825	-17,008	7,94,454	7,77,446	-	7,94,454	7,77,446	-	-	56.05	22.47	-	-	21.24	
18	Rajasthan	-31,363	-10,97,742	20,25,947	27,19,971	36,18,793	-31,465	-18,779	10,13,898	9,86,119	-	10,13,898	9,86,119	-	-	50.05	27.28	-	-	25.64	
19	Tamil Nadu	-99,556	-20,25,475	18,86,451	35,53,008	33,19,028	-1,20,428	-7,681	24,465	16,904	-	24,465	16,904	-	-	1.30	0.48	-	-	-	
20	Uttaranchal	0	0	0	0	0	0	0	0	0	-	0	0	-	-	-	-	-	-	-	
21	Uttar Pradesh	-3,338	-15,61,788	54,20,425	27,34,172	65,82,809	-6,559	-1,287	15,00,805	14,99,518	-	15,00,805	14,99,518	-	-	27.68	22.74	-	-	22.08	
22	Uttar Pradesh	-17,958	-9,74,793	21,99,581	28,31,024	38,54,832	-20,027	-72,139	9,80,055	9,07,910	-	9,80,055	9,07,910	-	-	44.58	21.55	-	-	23.14	
23	West Bengal	-30,463	-3,46,810	32,30,360	17,67,211	48,20,298	-30,572	642	1,63,227	1,68,868	-	1,63,227	1,68,868	-	-	5.21	3.63	-	-	2.99	
24	Kolkata	-41,027	-2,46,989	4,92,357	19,00,652	21,46,010	-46,948	-8,427	60,854	52,427	-	60,854	52,427	-	-	12.36	2.44	-	-	0.26	
25	Chennai	3,918	-2,31,109	4,75,830	0	2,44,822	-32,734	-1,250	96,056	96,056	-	96,056	96,056	-	-	20.60	39.54	-	-	25.76	
26	Total	-7,69,167	-1,46,53,244	3,11,77,031	4,55,79,932	6,13,22,532	-9,71,594	-3,92,272	98,17,777	94,25,905	-	98,17,777	94,25,905	-	-	31.49	15.18	-	-	13.79	
27	Delhi	45,927	-32,55,059	11,64,460	39,51,834	18,61,035	0	0	0	0	-	0	0	-	-	-	-	-	-	-	
28	Mumbai	-25,780	-14,14,481	9,67,255	23,45,148	18,97,922	0	0	0	0	-	0	0	-	-	-	-	-	-	-	
29	G. Total	-7,60,049	-1,93,22,784	3,23,06,748	6,18,75,714	6,51,01,636	-9,71,594	-3,92,272	98,17,777	94,25,905	-	98,17,777	94,25,905	-	-	29.48	14.31	-	-	12.89	

Sub.: %age contrib

[illegible]

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No. 1-2(1) Market Share

Sub: Total telephones

S. No.	Name of Circle	Rank	Union	MS	Vidhicon	MS	Sistema Shyam	MS	Quadrant Televentures Ltd.	MS	Jo	MS	Total Pvt Opr	Grand Total	% Share of BSNL
1	Andaman & Nicobar	3	55,45,638	6.86	0	0	0	0	0	0	44,85,880	6	6,99,50,344	8,09,17,451	13.57
2	Andhra Pradesh	4	0	0.00	0	0	0	0	0	0	7,07,438	3	1,30,80,505	2,08,84,170	7.86
3	Assam	6	95,83,873	12.37	0	0	0	0	0	0	29,47,292	4	7,83,82,083	8,06,55,800	5.34
4	Bihar	8	83,11,249	12.31	0	0	1,65,903	0.25	0	0	38,21,880	6	5,21,35,738	5,75,01,753	7.65
5	Chhattisgarh	3	0	0.00	0	0	0	0	0	0	14,76,884	8	1,80,90,910	2,36,85,514	16.02
6	Gujarat	2	0	0.00	0	0	0	0	0	0	4,82,718	5	76,75,352	58,01,834	21.69
7	Haryana	3	0	0.00	0	0	0	0	0	0	8,55,484	6	64,38,747	1,10,58,307	14.05
8	Himachal Pradesh	3	0	0.00	0	0	0	0	0	0	33,07,105	5	5,98,31,833	6,79,33,167	11.97
9	Jammu & Kashmir	3	0	0.00	0	0	0	0	0	0	17,87,244	4	2,87,71,428	3,32,65,202	26.92
10	Jharkhand	5	0	0.00	0	0	2,73,234	0.69	0	0	28,72,751	4	6,30,00,454	6,64,34,975	8.35
11	Karnataka	2	0	0.00	0	0	0	0	0	0	34,09,900	4	8,28,06,044	9,08,32,769	8.03
12	Kerala	5	81,15,320	0.85	0	0	0	0	0	0	4,24,223	3	1,04,65,303	1,23,15,002	15.02
13	Madhya Pradesh	3	0	0.00	0	0	0	0	0	0	14,08,887	4	2,75,07,542	3,24,32,288	16.52
14	Maharashtra	2	0	0.00	0	0	0	0	0	0	8,72,24,614	7	3,12,61,780	3,62,32,298	13.72
15	North East - 1	4	0	0.00	0	0	0	0	0	0	0.00	0	0	0	0
16	North East - 2	4	0	0.00	0	0	0	0	0	0	0.00	0	0	0	0
17	Orissa	4	0	0.00	0	0	0	0	0	0	0.00	0	0	0	0
18	Punjab	6	84,16,972	13.80	0	0	1,23,202	0	0	0	3,00,26,104	4	5,63,14,193	6,18,82,613	9.97
19	Rajasthan	6	0	0.00	0	0	12,22,253	2	0	0	0.00	0	0	0	0
20	Tamil Nadu	4	0	0.00	0	0	4,47,898	2	0	0	0.00	0	0	0	0
21	Uttaranchal	5	1,83,79,481	13.47	0	0	0	0	0	0	0.00	0	0	0	0
22	Uttarpradesh East	5	0	0.00	0	0	0	0	0	0	0.00	0	0	0	0
23	Uttarpradesh West	5	84,16,972	13.80	0	0	1,23,202	0	0	0	3,00,26,104	4	5,63,14,193	6,18,82,613	9.97
24	West Bengal	6	0	0.00	0	0	12,22,253	2	0	0	0.00	0	0	0	0
25	Kolkata	8	0	0.00	0	0	4,47,898	2	0	0	0.00	0	0	0	0
26	Chennai	3	0	0.00	0	0	0	0	0	0	0.00	0	0	0	0
27	Delhi	4	5,27,51,480	5.19	0	0	54,86,678	1	31,80,817	0	4,46,71,982	4	92,53,35,035	1,03,89,73,988	10.63
28	Mumbai	4	5,37,51,480	5.19	0	0	7,30,378	0	0	0	39,51,634	4	4,83,76,108	5,23,14,747	0.00
29	G. Total	4	5,37,51,480	0	0	0	82,20,057	0	31,80,817	0	23,45,148	0	3,35,56,337	3,87,50,401	0.00
30	Percentage Contribution		4.76	0.00	0.00	0.55	0.25	0.25	0.25	0.25	4.81	0.25	50.58	100.00	9.79
31	Conn. As on 31.10.2016	4	5,32,64,564	0	0	0	85,17,574	0	32,95,627	0	3,55,11,874	0	69,03,67,838	1,11,47,39,441	9.80
32	Addition during November	5	4,88,788	0	0	0	-2,89,517	0	-77,710	0	-1,07,63,443	0	83,01,842	95,79,045	-
33	Conn. As on 31.03.2016	5	5,24,54,948	66,83,762	0	0	77,50,309	0	34,17,105	0	0	0	95,05,37,781	1,06,03,77,430	9.28
34	Addition during 2016-17	4	12,96,501	-66,83,762	0	0	-15,21,452	0	-2,80,348	0	6,10,75,714	0	5,68,31,680	6,61,01,035	-

Note: Since June'12, for Bihar

No. 1-2(1) Market Share/2016-CP&M

Subj:- GSM Mobile telephones Service Operator & circle wise as on 30/11/2016

1 2 3 4 5 6 7 8 9 10

S. No.	Name of circle	Name of Cellular Operator			Bharti Total	Vodafone Total	Aircel Total	Idea Total	Reliance Total	Uninor	Vidoecon	Loop Mobile	Total Private Operators	Grand Total	% Market Share of BSNL	
		Rank	BSNL	MTNL												Total PSUs
1	Andaman & Nicobar				0					0			0			
2	Andhra Pradesh	3	97,26,277		97,26,277	70,30,301	25,33,740	1,71,18,448		55,45,639			5,71,05,020	6,68,31,297	14.55	
3	Assam	4	13,75,281		13,75,281	38,98,040	56,22,743	12,57,054	13,63,906				1,83,55,168	1,97,40,449	6.87	
4	Bihar	6	39,57,633		39,57,633	2,98,16,419	73,93,257	1,17,43,549	2,17,991	99,83,573			6,87,61,158	7,27,16,789	5.44	
5	Chhattisgarh				0	0	0	0	0	0			0	0		
6	Gujarat	5	42,15,503		42,15,503	86,73,616	1,95,70,930	17,063	1,26,75,064	83,11,249			4,92,47,922	5,34,63,425	7.88	
7	Haryana	3	35,01,639		35,01,639	33,52,509	56,97,922	3,092	50,16,509	0			1,40,70,032	1,75,71,571	19.93	
8	H.P.	2	19,57,468		19,57,468	29,06,527	7,38,791	11,14,131	8,16,088	15,54,761			71,30,308	90,87,776	21.54	
9	J&K	3	14,55,668		14,55,668	34,71,515	9,37,983	28,19,583	5,94,199	0			78,23,280	92,78,958	15.68	
10	Jharkhand				0	0	0	0	0	0			0	0		
11	Karnataka	4	68,56,318		68,56,318	2,17,83,618	78,47,062	33,29,811	94,94,707	0			4,24,65,198	4,93,21,516	13.90	
12	Kerala	2	84,84,400		84,84,400	45,24,622	77,14,556	3,77,353	1,10,83,168	0			2,36,99,897	3,21,84,087	26.36	
13	M.P.	5	47,09,152		47,09,152	1,35,86,881	67,85,363	20,694	2,33,32,926	65,94,295			5,03,30,159	5,50,39,321	8.58	
14	Maharashtra	5	63,51,248		63,51,248	1,38,65,264	1,87,17,363	27,45,608	2,50,64,717	61,15,536			6,85,08,488	7,46,59,736	8.48	
15	North East - 1	4	15,74,997		15,74,997	40,64,433	16,14,284	34,16,148	5,69,731	3,77,324			1,00,41,930	1,16,16,927	13.68	
16	North East - 2				0	0	0	0	0	0			0	0		
17	Orissa	2	47,21,833		47,21,833	1,08,76,679	42,58,670	46,82,199	19,55,343	21,99,352			2,39,71,243	2,86,93,378	16.46	
18	Punjab	4	43,60,901		43,60,901	82,77,966	52,25,578	11,58,581	66,12,309	0			2,12,74,514	2,56,35,415	17.01	
19	Rajasthan	5	49,13,571		49,13,571	2,02,31,992	1,19,34,384	66,44,601	79,79,127	0			4,67,90,304	5,17,03,875	9.50	
20	Tamilnadu	4	72,02,276		72,02,276	1,29,76,777	1,61,22,606	1,68,91,507	63,80,894	0			5,23,71,784	5,95,74,060	12.09	
21	Uttaranchal				0	0	0	0	0	0			0	0		
22	U.P.(East)	5	1,03,81,420		1,03,81,420	2,23,07,562	1,95,20,595	71,22,979	1,14,85,730	1,33,79,451			7,36,16,347	8,41,97,787	12.33	
23	U.P. (West)	5	51,81,342		51,81,342	86,15,374	1,16,63,076	8,11,481	1,53,87,595	84,15,972			4,48,93,439	5,00,74,781	10.35	
24	West Bengal	6	18,46,316		18,46,316	1,55,04,648	1,89,05,900	50,76,993	58,67,387	34,09,462			4,88,64,380	5,07,12,708	3.84	
25	Kolkata	6	8,36,123		8,36,123	48,14,136	55,56,384	42,95,357	23,81,342	43,17,981			2,13,65,200	2,22,01,323	3.77	
26	Chennai	3	16,25,932		16,25,932	51,72,953	0	49,17,638	0	0			1,00,90,591	1,17,16,523	13.68	
27	Delhi	4	9,52,37,308		9,52,37,308	24,59,32,790	18,33,56,195	8,09,94,759	17,69,15,914	2,00,35,073	5,37,51,450	0	76,09,65,181	85,62,23,489	11.12	
28	Mumbai												3,48,66,025	3,71,95,273	0.00	
													0	2,23,98,908	2,36,95,477	0.00
													0	81,62,53,115	91,71,14,239	10.38
													0.00	89.22	100.00	
Percentage Contribution																
Conn. As on 31.10.2016																
Addition during November																
Conn. As on 31.03.2016																
Addition during 2016-17																

No. 1-2(1)/Market Share/2016-CP&M

Sub:- CDMA WLL telephones Service Operator & Circle wise as on 30/11/2016

S. No.	Name of circle	Rank	PSU			Private Operators					Grand Total WLL	% Market Share of BSNL	
			BSNL		MTNL	Total	Reliance Infocomm. Ltd.(M)	Tata Teleservices Ltd.(M)	Quadrant Televenture s Ltd.	Sistema Shyam			Total Private Oprs (M)
			Fixed	Mobile									
1	Andaman & Nicobar												
2	Andhra Pradesh	3	16,315	5,919	22,234	22,234	36,92,797	41,51,141			78,43,938	78,86,172	0.28
3	Assam	1	84,883	9,986	94,869	94,869					0	94,869	100.00
4	Bihar	3	50,678	915	51,593	51,593	31,45,328	15,17,808			46,63,136	47,14,729	1.09
5	Chhattisgarh												
6	Gujarat	4	30,947	15,396	46,343	46,343	60,02,860	26,55,521		1,65,903	88,24,284	88,70,627	0.52
7	Haryana	3	4,796	565	5,361	5,361	15,30,705	27,49,485			42,80,190	42,85,551	0.13
8	Himachal Pradesh	2	21,248	665	21,913	21,913		55,690			55,690	77,603	28.24
9	Jammu & Kashmir	2	29,862	-180	29,702	29,702	9,59,973				9,59,973	9,89,675	3.00
10	Jharkhand												
11	Karnataka	4	52,376	2,834	55,210	55,210	52,06,124	69,15,634		9,04,585	1,30,26,343	1,30,81,553	0.42
12	Kerala	4	91,860	6,282	98,142	98,142	14,77,969	14,42,205		2,73,234	31,93,408	32,91,550	2.98
13	Madhya Pradesh	3	1,06,584	5,125	1,11,709	1,11,709	28,26,127	45,50,288			73,76,415	74,88,124	1.49
14	Maharashtra	3	49,005	1,621	50,626	50,626	44,69,491	59,03,530			1,03,73,021	1,04,23,647	0.49
15	North East - 1	1	1,39,896	12,517	1,52,413	1,52,413					0	1,52,413	100.00
16	North East - 2												
17	Orissa	2	35,080	0	35,080	35,080		20,04,834			20,04,834	20,39,914	1.72
18	Punjab	4	0	0	0	0	16,27,510	25,95,180	29,01,718		71,24,408	71,24,408	0.00
19	Rajasthan	4	96,031	4,294	1,00,325	1,00,325	60,44,476	14,46,106		17,26,786	92,17,368	93,17,693	1.08
20	Tamilnadu	4	30,947	5,841	36,788	36,788	53,59,017	30,42,117		5,76,605	89,77,739	90,14,527	0.41
21	Uttaranchal												
22	Uttarpradesh East	3	13,731	6,207	19,938	19,938	81,93,715	36,82,922			1,18,76,637	1,18,96,575	0.17
23	Uttarpradesh West	4	0	0	0	0	55,14,458	31,10,816		1,23,202	87,48,476	87,48,476	0.00
24	West Bengal	3	57,909	14,296	72,205	72,205		3,76,262		12,22,253	15,98,515	16,70,720	4.32
25	Kolkata	3	0	0	0	0		26,21,996		4,47,886	30,69,882	30,69,882	0.00
26	Chennai	2	5,934	434	6,368	6,368		11,41,304			11,41,304	11,47,672	0.55
	Total	5	9,18,082	92,737	10,10,819	10,10,819	5,60,50,549	4,99,62,839	29,01,718	54,40,454	11,43,55,560	11,53,86,379	0.88
27	Delhi						54,79,543	17,48,846		7,30,379	79,58,768	79,58,768	-
28	Mumbai						47,58,106	28,97,133			76,55,239	77,44,972	-
	G. Total	5	9,18,082	92,737	10,10,819	10,10,819	6,62,88,198	5,46,08,818	29,01,718	61,70,833	12,99,69,567	13,10,70,119	0.77
	Percentage Contribution		0.70	0.07	0.77	0.84	50.57	41.66	2.21	4.71	98.16	100.00	
	Conn. As on 31.10.2016	5	9,31,381	93,081	10,24,462	10,24,462	6,42,18,280	5,57,00,811	29,79,298	64,59,553	12,93,57,942	13,04,72,137	0.79
	Addition during November 2016	3	-13,299	-344	-13,643	-13,643	20,69,919	-10,91,993	-77,580	-2,88,720	6,11,626	5,97,983	-
	Conn. As on 31.03.2016	5	13,01,876	1,01,215	14,03,091	14,03,091	7,79,46,349	6,00,97,988	31,64,363	76,91,379	14,89,00,079	15,03,92,903	0.93
	Addition during 2016-17	3	-3,83,794	-8,478	-3,92,272	-3,92,272	-1,16,58,151	-54,89,170	-2,62,645	-15,20,546	-1,89,30,512	-1,93,22,784	-

No. 1-2(1) Market Share 2016-CP&M

Sub:- Wire line telephones Service Operator & Circle wise as on 30/11/2016

Name of Wireline Services Operator															
S. No.	Name of circle	12345678													
		Rank	BSNL License Area wise	MTNL	Total PSUs	Bharti Telenet License area wise	Reliance Infocomm Ltd.	Tata Teleservices Ltd.	Quadrant Televentures Ltd.	Sistema Shyam	Vodafone	Total Private Operators	TOTAL	% Market Share of BSNL	
1	Andaman & Nicobar				0								0		
2	Andhra Pradesh	1	12,18,636		12,18,636	1,57,375	75,686	1,71,396			11,040	4,15,497	16,34,133	74.57	
3	Assam	1	1,55,434		1,55,434						1,980	1,980	1,57,414	98.74	
4	Bihar	1	2,98,590		2,98,590		6,428	12,871			1,200	20,499	3,19,089	93.58	
5	Chhattisgarh				0							0	0		
6	Gujarat	1	11,03,136		11,03,136	76,062	73,257	87,624			5,730	2,42,673	13,45,809	81.97	
7	Haryana	1	2,87,596		2,87,596	22,652	4,053	37,107				63,812	3,51,408	81.84	
8	Himachal Pradesh	1	1,46,901		1,46,901		4,014	2,594			30	6,838	1,53,539	95.68	
9	Jammu & Kashmir	1	1,34,190		1,34,190							0	1,34,190	100.00	
10	Jharkhand				0							0	0		
11	Karnataka	1	12,19,706		12,19,706	6,18,123	1,55,216	2,07,898			22,170	10,03,207	22,22,913	54.57	
12	Kerala	1	20,15,232		20,15,232	57,723	33,126	18,610			1,620	1,11,079	21,26,311	94.78	
13	Madhya Pradesh	1	7,25,650		7,25,650	2,72,988	19,741	15,980			420	3,09,129	10,34,779	70.13	
14	Maharashtra	1	14,22,851		14,22,851	77,448	82,213	2,84,267			12,699	4,56,627	16,79,478	75.70	
15	North East - 1	1	1,22,149		1,22,149						150	150	1,22,299	99.88	
16	North East - 2											0	0		
17	Orissa	1	2,77,733		2,77,733		3,281	8,207			1,110	12,598	2,90,331	95.66	
18	Punjab	1	6,09,635		6,09,635	1,19,113	20,941	16,651	2,59,099		1,020	4,16,824	10,26,459	59.39	
19	Rajasthan	1	6,15,374		6,15,374	48,440	19,980	11,867		58,224	2,310	1,40,801	7,56,175	81.38	
20	Tamilnadu	1	10,95,703		10,95,703	1,55,298	1,34,020	12,543			10,350	3,12,211	14,07,914	77.82	
21	Uttaranchal											0	0		
22	Uttarpradesh East	1	3,83,534		3,83,534	63,895	34,787	15,563			1,380	1,15,625	4,99,159	76.84	
23	Uttarpradesh West	1	3,67,978		3,67,978	23,063	7,127	9,984			1,050	41,244	4,09,222	89.92	
24	West Bengal	1	3,30,140		3,30,140		2,020	3,868			60	5,948	3,36,088	98.23	
25	Kolkata	1	6,22,016		6,22,016	1,20,263	89,154	48,178			5,400	2,43,996	8,66,012	71.83	
26	Chennai	1	6,38,592		6,38,592	3,96,215		97,809				4,93,824	11,32,416	56.39	
	Total	1	1,37,90,776	0	1,37,90,776	22,08,678	7,45,024	10,63,618	2,59,099	58,224	79,719	44,14,362	1,82,05,138	75.75	
27	Delhi			16,11,391	16,11,391	12,60,903	1,74,156	1,35,652			26,970	15,97,681	32,09,072	0.00	
28	Mumbai			18,45,763	18,45,763	3,53,460	2,56,089	5,29,242			20,250	11,59,041	30,04,804	0.00	
	G. Total	1	1,37,90,776	34,57,154	1,72,47,930	38,23,041	11,75,269	17,28,512	2,59,099	58,224	1,26,939	71,71,084	2,44,19,014	56.48	
	Percentage Contribution		56.48	14.16	70.63	15.66	4.81	7.08	1.05	0.24	0.52	29.37	100.00		
	Conn. As on 31.10.2016	1	1,38,77,740	34,57,154	1,73,34,894	38,08,322	11,75,404	17,29,722	2,59,732	58,021	1,24,471	71,55,672	2,44,90,566	56.67	
	Addition during November 2016	8	-86,964	0	-86,964	14,719	-135	-1,210	-633	203	2,468	15,412	-71,552	-	
	Conn. As on 31.03.2016	1	1,47,62,370	35,04,088	1,82,66,458	36,63,649	11,69,952	17,22,362	2,52,803	59,130	90,214	69,12,596	2,51,79,054	58.63	
	Addition during 2016-17	8	-9,71,594	-46,934	-10,18,528	1,59,392	5,317	6,150	6,296	-906	36,725	2,58,458	-7,50,040	-	

Annexure

No. 1-2(1)/Market Share/2016-CP&M

Sub:- LTE Service Operator & Circle wise as on 30/11/2016

S. No.	Name of circle	Reliance Jio	Total Private Oprs (M)
1	Andaman & Nicobar		
2	Andhra Pradesh	44,85,889	
3	Assam	7,01,438	
4	Bihar	29,47,292	
5	Chhattisgarh		
6	Gujarat	38,21,889	
7	Haryana	14,76,884	
8	Himachal Pradesh	4,82,716	
9	Jammu & Kashmir	6,55,484	
10	Jharkhand		
11	Karnataka	33,07,185	
12	Kerala	17,67,244	
13	Madhya Pradesh	28,72,751	
14	Maharashtra	34,69,908	
15	North East - 1	4,24,223	
16	North East - 2		
17	Orissa	14,08,967	
18	Punjab	24,46,014	
19	Rajasthan	27,19,971	
20	Tamilnadu including Chennai	35,58,008	
21	Uttaranchal		
22	Uttarpradesh East	27,34,172	
23	Uttarpradesh West	26,31,034	
24	West Bengal	17,67,211	
25	Kolkata	19,00,652	
26	Chennai	0	
	Total	4,55,78,932	
27	Delhi	39,51,634	
28	Mumbai	23,45,148	
	G. Total	5,18,75,714	
	Percentage Contribution	100.00	

Conn. As on 31.10.2016	3,56,11,874
Addition during November 2016	1,62,63,840
Conn. As on 31.03.2016	0
Addition during 2016-17	5,18,75,714

Sub: Telephone connection Provided by BSNL & All operators during 2015-16 and 2016 -17 (upto 30.11.16)

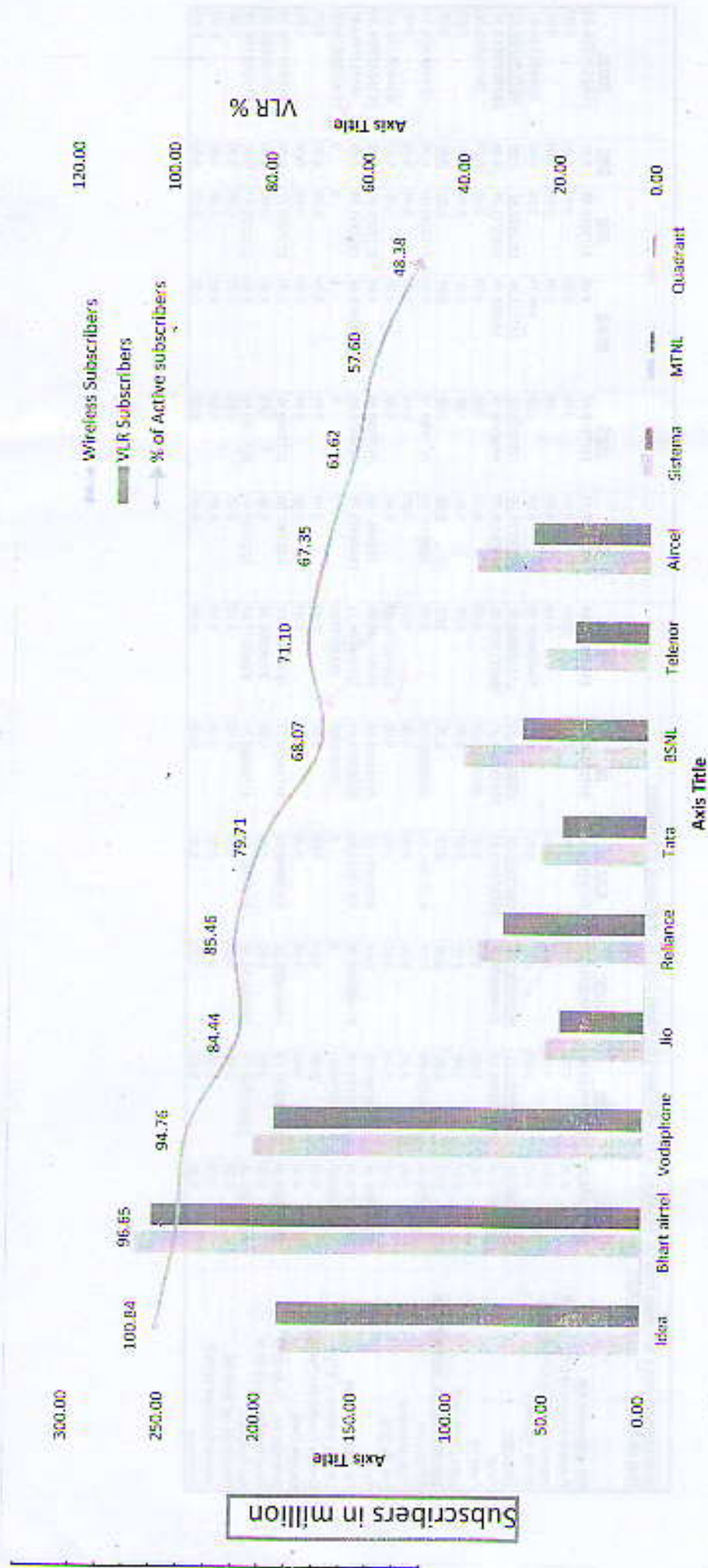
Annexure-10

Month	Connection Provided by BSNL (in lakh Nos.)					Connection Provided by all Operators (in lakh Nos.)					% Market Share of BSNL					
	Wireline	GSM	Wireless		Grand Total	Wireline	GSM	WLL	LTE	Total	Grand Total	Wireline	GSM	WLL	Total	Grand Total
Apr-15	-2.37	6.89	-0.21	6.69	4.32	-2.34	72.66	-36.91	0.00	35.75	33.42		9.49		18.70	12.91
May-15	-1.35	0.71	-0.22	0.49	-0.86	-0.96	49.15	-22.85	0.00	26.30	25.34		1.45		1.87	
Jun-15	-1.03	2.69	-0.21	2.48	1.44	-1.18	48.73	6.67	0.00	55.40	54.22		5.51		4.47	2.66
Jul-15	-0.73	6.72	-0.18	6.54	5.81	-0.49	22.08	3.70	0.00	25.78	25.29		5.51		25.37	22.97
Aug-15	-1.17	9.33	-0.19	9.14	7.97	-0.92	56.21	-5.61	0.00	50.60	49.68		5.51		18.06	16.04
Sep-15	-1.02	7.77	-0.42	7.34	6.33	-0.63	80.44	1.33	0.00	81.78	81.15		5.51		8.98	7.80
Oct-15	-1.20	7.82	-2.93	4.89	3.69	-1.02	70.85	-4.95	0.00	65.89	64.87		5.51		7.42	5.68
Nov-15	-1.64	9.64	-0.52	9.11	7.47	-1.30	77.95	-18.48	0.00	59.48	58.18		5.51		15.32	12.84
Total	-10.51	51.56	-4.89	46.67	36.16	-8.83	478.07	-77.10	0.00	400.97	392.15		10.79		11.64	9.22
Apr-16	-2.18	11.88	-0.70	11.18	9.00	-1.96	-2.31	8.31	0.00	5.99	4.03				186.51	223.42
May-16	-1.94	9.07	-1.75	7.33	5.39	-1.71	21.00	-25.30	0.00	-4.29	-6.00		43.20			
Jun-16	-1.50	13.20	-0.34	12.87	11.37	-1.33	38.13	-25.58	0.00	12.55	11.22		34.62		102.48	101.29
Jul-16	-1.55	13.57	-0.19	13.38	11.83	-1.30	30.01	-37.21	0.00	-7.21	-8.51		45.21			
Aug-16	-1.25	15.44	-0.15	15.29	14.04	-1.10	25.03	-79.68	0.00	-54.66	-55.75		61.70			
Sep-16	-0.29	14.23	-0.09	14.14	13.85	0.56	65.69	-16.79	159.80	208.70	209.26		21.66		28.91	28.00
Oct-16	-0.15	12.03	-0.57	11.46	11.32	-0.04	64.01	-22.96	162.64	203.70	366.34		18.79		5.63	5.56
Nov-16	-0.87	8.75	-0.14	8.61	7.74	-0.71	91.53	5.98	162.64	260.15	259.43		9.56		3.31	2.99
Total	-9.72	98.18	-3.92	94.26	84.54	-7.60	333.09	-193.23	485.07	624.94	780.02		29.48		15.08	10.84

Note: %age market share is calculated only for those cases in which BSNL's figure and Industry figures are both positive.

Annexure-11

Sub: Proportion of VLR subscribers (Service Provider wise) as on 30.11.2016



(Figures in Million)

	Idea	Bhart airtel	Vodaphone	Reliance	Tata	BSNL	Telenor	Aircel	Sistema	MTNL	Quadrant	Jio	Total
Wireless Subscribers	187.68	263.34	202.79	86.32	54.61	95.78	53.75	90.34	6.17	3.63	2.91	51.88	1099.20
VLR Subscribers	189.25	254.51	192.17	73.77	43.53	65.20	38.22	60.85	3.80	2.09	1.41	43.80	968.60

Source: TRAI Report

