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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: 3.11.2017

Sub: Tele-density and Market Share Report as on 31.08.2017.

During August 2017, the total telephone connections & total wireless telephone connections in the country have decreased by 1.25 million & by 0.96 million respectively, taking the total telephone connections in the country to 1.21 billion (As on 31st August, 2017). BSNL's achievement of 5.55 lakhs vs. Tata's 48.85 lakhs & Jio's 40.98 lakhs in the total telephone connection during August 2017 (As per TRAI & BSNL MIS Report). During August 2017, 0.03 million broadband(wired) connections were decreased taking the total broadband(wired) connections in the country to 18.11 million as on 31.08.2017.

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 31.08.2017 are 1210.04 million, out of which 118.54 million are provided by BSNL.

1.2 BSNL has been at 05th position as an operator with Market share of 9.80%. BSNL market share has increased from 9.74% to 9.80% during the month of August 2017 and increased from 9.63% to 9.80% during 2017-18 (upto 31.08.2017).

1.3 BSNL's telephone connections have increased by 5.55 lakhs during the month of August 2017 and increased by 34.53 lakhs during the year 2017-18 (upto 31.08.2017).

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

2.0 For Wireless connections:

2.1 For Wireless Service:

2.1.1 The total connections as on 31.08.2017 are 1186.3 million, out of which 105.62 million are provided by BSNL.

2.1.2 BSNL has been at 05th position as an operator with Market share of 8.90%. BSNL market share is 8.90%, while its VLL & GSM's Market share is 1.65 & 10.46%, respectively.

2.1.3 BSNL's connections have increased by 6.96 lakhs during the month of August 2017 and increased by 42.31 lakhs during 2017-18 (upto 31.08.2017).

2.1.4 The Wireless industry has increased by 1.33% in terms of connections during 2017-18 (upto 31.08.2017) relatively, BSNL's connections has shot up by 4.17 %.

(Source: MIS, MTNL & TRAI, As on: August 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 31.08.2017 is 1018.75 million, which comes to approximately 85.91% of total wireless telephone connections.
- 2.2.3 In terms of %age of active subscriber, BSNL is at 9th position with 61.53% active connections.
- 2.2.4 Idea leads the list in %age of active subscriber with 103.42%, followed by, Bharti 97.18%, Vodafone 94.09%, Reliance 77.67% and Jio 75.44%.

(Source: TRAI, As on: August 2017)

3.0 For Broadband(wired) services:

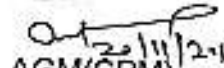
- 3.1 The total connections as on 31.08.2017 are 18.11 million, out of which 9.60 million are provided by BSNL.
- 3.2 BSNL has decreased by 0.06 million connections during the month of August 2017.
- 3.3 BSNL has been at 1st position as an operator with Market share of 53.01% as on 31.08.2017. BSNL market share has decreased from 53.25% to 53.01% during the month of August, 2017.

(Source: TRAI, As on: August 2017)

4.0 Summary:

- 4.1 The tele-density in the country is 92.17% with Delhi License area at top (253.82%) and Bihar License area at lowest (59.97%) as on 31.08.2017. The Broadband(wired)-density in the country is 1.38% out of which BSNL has provided 0.73% as on 31.08.2017.
- 4.2 In total telephone connections, Chennai & Kerala were top ranked at 1, Orissa & HP were each top ranked at 2.
- 4.3 In wireless telephone connections, Chennai was top ranked at 1, Orissa, Kerala & HP were each top ranked at 2.

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


AGM(CPM) 2/11/2017

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.