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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/2014-CP&M

Dated: 24.07.2014

Sub: Tele-density and Market Share as on 30.06.2014.

During June 2014, the total telephone connections & total wireless telephone connections in the country have increased by 4.7 million & 4.83 million respectively, taking the total telephone connections in the country to 943 million (As on 30th June, 2014). Some operators have been showing the negative growth i.e. BSNL(2.3 Mn.) & Tata Tele(0.1 Mn.) in the total telephone connection during June 2014 (As per MIS, COAI & AUSPI report). During May 2014, 0.04 million broadband connections were increased taking the total broadband connections in the country to 14.95 million as on 31.05.2014.

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 30.06.2014 are 943 million, out of which 108 million are provided by BSNL.
 - (ii) BSNL has been at 6th position as an operator with Market share of 11.4%. BSNL market share has decreased by 0.3% during the month of June 2014 and by 0.73% during 2014-15 (upto 30.06.2014).
 - (iii) BSNL's telephone connections have decreased by 2.3 million during the month of June 2014 and by 5.64 million during the year 2014-15 (upto 30.06.2014).
 - (iv) BSNL has been at 13th position w.r.t. addition of the total telephone connections during FY 2014-15 (upto June 2014).
- (2) **For Wireless connections:**
 - (a) **For Wireless Service:**
 - (i) The total connections as on 30.06.2014 are 915 million, out of which 89.5 million are provided by BSNL.
 - (ii) BSNL has been at 5th position as an operator with Market share of 9.78% ^{9.78%}. BSNL market share has decreased by 0.3% during the month of June 2014 & by 0.7% during 2014-15 (upto 30.06.2014).
 - (iii) BSNL's connection has declined by 2.14 million during the month of June 2014 and by 5.2 million during 2014-15 (upto 30.06.2014).
 - (iv) BSNL has been at 13th position w.r.t. addition of the total wireless connections during FY 2014-15 (upto June 2014).
 - (v) The Wireless industry has grown by 1.2% in terms of connections during 2014-15(upto 30.06.2014) but relatively, BSNL has declined by 5.5%.

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(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 31.05.2014 is 790.53 million, which comes to approximately 86.86% of total wireless telephone connections.
- (iii) In terms of %age of active subscriber, BSNL is at 09th position with 61.53% active connections.
- (iv) Idea leads the list in %age of active subscriber with 101.48%, followed by Reliance 98.81%, Airtel 94.98%, Vodafone 94.53% and Unitech 73.42%.

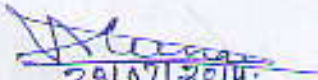
(3) For Broadband(DSL) services:

- (i) The total connections as on 31.05.2014 are 14.95 million, out of which 9.95 million are provided by BSNL.
- (ii) BSNL has declined by 0.02 million connections during month of May 2014.
- (iii) BSNL has been at 1st position as an operator with Market share of 66.56 % as on 31.05.2014. BSNL market share has decreased by 0.31% during the month of May 2014.

(4) Summary:

- (i) The tele-density in the country is 76% with Delhi License area at top (228.42%) and Bihar License area at lowest (47.13%) as on 30.06.2014. The Broadband-density in the country is 1.2% out of which BSNL's share is 0.8% as on 31.05.2014.
- (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 area viz. Karnataka & Kerala Circles.

Encl:- Annexure 1 to 11.


28/07/2014
AGM(CPM-1)

Copy to: 1) O/c

- 2) CMD BSNL for information.
- 3-7) Director (F)/(CFA)/(HR)/(Enterprise)/(CM) for information.
- 8-10) ED (CN)/(F)/(NB) for information.
- 11-13) GM (C&M)/Company Secretary/MIS
- 14) BSNL Intranet Portal