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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:30.01.2014

Sub: Tele-density and Market Share as on 31.12.2013.

During December 2013, the total telephone connections & total wireless telephone connections in the country have increased by 5.13 million & 5.25 million respectively, taking the total telephone connections in the country to 915.22 million (As on 31st December, 2013). Some operators have been showing the negative growth i.e. BSNL(2.16 Mn.) & Tata(0.07 Mn.) in the total telephone connection during December 2013 (As per MIS, COAI & AUSPI report). During November 2013, 0.44 million broadband connections were decreased taking the total broadband connections in the country to 14.47 million as on 30.11.2013.

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 31.12.2013 are 915.22 million, out of which 115.23 million are provided by BSNL.
- (ii) BSNL has been at 5th position as an operator with Market share of 12.59%. BSNL market share has decreased by 0.31% during the month of December 2013 and by 0.96% during 2013-14 (upto 31.12.2013).
- (iii) BSNL's telephone connections have decreased by 2.16 million during the month of December 2013 and by 6.42 million during the year 2013-14 (upto 31.12.2013).
- (iv) BSNL has been at 13th position w.r.t. addition of the total telephone connections during FY 2013-14 (upto December 2013).

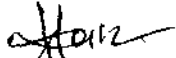
(2) For Wireless connections:

(a) For Wireless Service:

- (i) The total connections as on 31.12.2013 are 886.33 million, out of which 96.3 million are provided by BSNL.
- (ii) BSNL has been at 5th position as an operator with Market share of 10.86%. BSNL market share has decreased by 0.3% during the month of December 2013 & by 0.8% during 2013-14 (upto 31.12.2013).
- (iii) BSNL's connection has declined by 2.04 million during the month of December 2013 and by 4.91 Million during 2013-14 (upto 31.12.2013).
- (iv) BSNL has been at 12th position w.r.t. addition of the total wireless connections during FY 2013-14 (upto December 2013).

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- (v) The Wireless industry has grown by 2.14% in terms of connections during 2013-14 (upto 31.12.2013) but relatively, BSNL has declined by 4.86%.
 - (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 30.11.2013 is 753.48 million, which comes to approximately 85.51% of total wireless telephone connections.
 - (iii) In terms of %age of active subscriber, BSNL is at 9th position with 56.27% active connections.
 - (iv) Idea leads the list in %age of active subscriber with 99.35%, followed by Vodafone 96.2%, Airtel 96.03%, Reliance 93.48% and Unitech 73.52%.
 - (3) **For Broadband(DSL) services:**
 - (i) The total connections as on 30.11.2013 are 14.47 million, out of which 9.95 million are provided by BSNL.
 - (ii) BSNL has inclined by 0.01 million connections during month of November 2013.
 - (iii) BSNL has been at 1st position as an operator with Market share of 68.76 % as on 30.11.2013. BSNL market share has increased by 2.8% during the month of November 2013.
 - (4) **Summary:**
 - (i) The tele-density in the country is 74.1% with Delhi License area at top (226.81%) and Bihar License area at lowest (44.48%) as on 31.12.2013. The Broadband-density in the country is 1.17% out of which BSNL's share is 0.81% as on 30.11.2013.
 - (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 3 License areas viz. HP, Karnataka and Kerala Circles.

Encl:- Annexure 1 to 11.


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 (CA)/(F)/(CN) for information.
- 11-13) GM (C&M)/Company Secretary/MIS
- 14) BSNL Intranet Portal