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To

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

No. 1-2(1)/Market Share/2014-CP&M

Dated:07.05.2015

Sub: Tele-density and Market Share as on 31.03.2015.

During March 2015, the total telephone connections & total wireless telephone connections in the country have increased by 9 million & 17.3 million respectively, taking the total telephone connections in the country to 996.1 million (As on 31st March, 2015). Some operators have been showing the negative growth i.e. BSNL(1 Mn.) & Tata Tele(0.2 Mn.) in the total telephone connection during March 2015 (As per BSNL MIS Report, COAI & AUSPI reports). During February 2015, 0.06 million broadband(wired) connections were increased taking the total broadband(wired) connections in the country to 15.45 million as on 28.02.2015.

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 31.03.2015 are 996.1 million, out of which 93.24 million are provided by BSNL.

1.2 BSNL has been at 05th position as an operator with Market share of 9.4%. BSNL market share has decreased by 0.2% during the month of March 2015 and by 3% during 2014-15 (upto 31.03.2015).

1.3 BSNL's telephone connections have decreased by 1 million during the month of March 2015 and by 20 million during the year 2014-15 (upto 31.03.2015).

2.0 For Wireless connections:

2.1 For Wireless Service:

2.1.1 The total connections as on 31.03.2015 are 970 million, out of which 77 million are provided by BSNL.

2.1.2 BSNL has been at 06th position as an operator with Market share of 8%. BSNL market share has decreased by 0.22% during the month of March 2015 & by 3% during 2014-15 (upto 31.03.2015).

2.1.3 BSNL's connections have declined by 1 million during the month of March 2015 and by 18 million during 2014-15 (upto 31.03.2015).

2.1.4 The Wireless industry has grown by 7.2% in terms of connections during 2014-15(upto 31.03.2015) but relatively, BSNL has declined by 19%.

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 28.02.2015 is 852 million, which comes to approximately 89% of total wireless telephone connections.

2.2.1 Idea leads the list in %age of active subscriber with 102.1%, followed by Reliance 98%, Airtel 96%, Vodafone 94.42% and Uninor 74.02%.

1.0 For Broadband(wired) services:

1.1 The total connections as on 28.02.2015 are 15.45 million, out of which 9.98 million are provided by BSNL.

1.2 BSNL has unchanged by 0 million connections during the month of February 2015.

1.3 BSNL has been at 1st position as an operator with Market share of 65% as on 28.02.2015. BSNL market share has decreased by 0.3% during the month of February 2015.

2.0 Summary:

2.1 The tele-density in the country is 79.34% with Delhi License area at top (238.24%) and Bihar License area at lowest (51.2%) as on 31.03.2015. The Broadband(wired)-density in the country is 1.23% out of which BSNL has provided 0.79% as on 28.02.2015.

2.2 As an operator with total number of telephone connections in a single license area BSNL holds 2nd position in HP, Karnataka & Kerala.

2.3 In total number of wireless connections, BSNL has No.3 position in five License areas.

Encl:- Annexure 1 to 11.

[Signature]
AGM(CPM-1) 12/5/2015

Copy to: 1) O/c

2) CMD BSNL for kind information.

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

8-11) ED (IT&CA/CN/F/NB) for kind information.

12-14) GM (C&M)/Company Secretary/MIS

15) BSNL Intranet Portal

If you find any discrepancies OR hence any suggestions to improve this report kindly e-mail at agmcpm1@gmail.com