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To

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

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

Dated:10.03.2017

**Sub:** Tele-density and Market Share Report as on 31.12.2016.

During December 2016, the total telephone connections & total wireless telephone connections in the country have increased by 27.8 million & by 27.83 million respectively, taking the total telephone connections in the country to 1.15 billion (As on 31st December, 2016). BSNL's achievement of 9.22 lakhs vs. Jio's 2.02 crores, Bharati's 25.09 lakhs, Idea's 28.39 lakhs & Vodafone's 19.01 lakhs in the total telephone connection during December 2016 (As per BSNL MIS Report, COAI & AUSPI reports). During December 2016, 0.08 million broadband(wired) connections were added taking the total broadband(wired) connections in the country to 18.14 million as on 31.12.2016.

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 31.12.2016 are 1.15 billion, out of which 110.96 million are provided by BSNL.

1.2 BSNL has been at 04<sup>th</sup> position as an operator with Market share of 9.63%. BSNL market share has decreased from 9.79% to 9.63% during the month of December 2016 and increased from 9.59% to 9.63% during 2016-17 (upto 31.12.2016).

1.3 BSNL's telephone connections have increased by 9.22 lakhs during the month of December 2016 and increased by 93.76 lakhs during the year 2016-17 (upto 31.12.2016).

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

**2.0 For Wireless connections:**

**2.1 For Wireless Service:**

2.1.1 The total connections as on 31.12.2016 are 1.12 billion, out of which 97.22 million are provided by BSNL.

2.1.2 BSNL has been at 04<sup>th</sup> position as an operator with Market share of 8.62%. BSNL market share has decreased from 8.75% to 8.62% during the month of December 2016 & increased from 8.4% to 8.62% during 2016-17 (upto 31.12.2016).

2.1.3 BSNL's connections have increased by 9.75 lakhs during the month of December 2016 and by 1.04 crores during 2016-17 (upto 31.12.2016).

2.1.4 The Wireless industry has increased by 9.06% in terms of connections during 2016-17 (upto 31.12.2016) relatively, BSNL's connections has shot up by 11.98%.

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: December 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 31.12.2016 is 988.13 million, which comes to approximately 87.65% of total wireless telephone connections.

2.2.3 In terms of %age of active subscriber, BSNL is at 8<sup>th</sup> position with 67.23% active connections.

2.2.4 Idea leads the list in %age of active subscriber with 100.83%, followed by, Airtel 97%, Vodafone 94.54%, Reliance 85% and Tata 81.67%.

(Source: TRAI, As on: December 2016)

## **3.0 For Broadband(wired) services:**

3.1 The total connections as on 31.12.2016 are 18.14 million, out of which 9.95 million are provided by BSNL.

3.2 BSNL has unchanged number of connections during the month of December 2016.

3.3 BSNL has been at 1<sup>st</sup> position as an operator with Market share of 54.85% as on 31.12.2016. BSNL market share has decreased from 55.09% to 54.85% during the month of December, 2016.

(Source: TRAI, As on: December 2016)

## **4.0 Summary:**

4.1 The tele-density in the country is 89.16% with Delhi License area at top (245.17%) and Bihar License area at lowest (58.96%) as on 31.12.2016. The Broadband(wired)-density in the country is 1.4% out of which BSNL has provided 0.77% as on 31.12.2016.

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: December 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.**