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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: 21.08.2017

Sub: Tele-density and Market Share Report as on 30.06.2017.

During June 2017, the total telephone connections & total wireless telephone connections in the country have increased by 6.04 million & by 6.19 million respectively, taking the total telephone connections in the country to 1.21 billion (As on 30th June, 2017). BSNL's achievement of 10.19 lakhs vs. Jio's 60.25 lakhs & Bharti's 20.53 lakhs in the total telephone connection during June 2017 (As per TRAI, BSNL MIS Report, COAI & AUSPI reports). During June 2017, 0.10 million broadband (wired) connections were increased taking the total broadband (wired) connections in the country to 18.33 million as on 30.06.2017.

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 30.06.2017 are 1211.29 million, out of which 117.74 million are provided by BSNL.

1.2 BSNL has been at 05th position as an operator with Market share of 9.72%. BSNL market share has increased from 9.68% to 9.72% during the month of June 2017 and increased from 9.63% to 9.72% during 2017-18 (upto 30.06.2017).

1.3 BSNL's telephone connections have increased by 10.19 lakhs during the month of June 2017 and increased by 26.59 lakhs during the year 2017-18 (upto 30.06.2017).

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: June 2017)

2.0 For Wireless connections:

2.1 For Wireless Service:

2.1.1 The total connections as on 30.06.2017 are 1187.30 million, out of which 104.53 million are provided by BSNL.

2.1.2 BSNL has been at 05th position as an operator with Market share of 8.80%. BSNL market share is 8.80%, while its WLL & GSM's Market share is 1.80 & 10.21%, respectively.

2.1.3 BSNL's connections have increased by 11.78 lakhs during the month of June 2017 and by 31.37 lakhs during 2017-18 (upto 30.06.2017).

2.1.4 The Wireless industry has increased by 1.42% in terms of connections during 2017-18 (upto 30.06.2017) relatively, BSNL's connections has shot up by 3.09%.

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: June 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 30.06.2017 is 1022.76 million, which comes to approximately 86.17% of total wireless telephone connections.

2.2.3 In terms of %age of active subscriber, BSNL is at 9th position with 63.33% active connections.

2.2.4 Idea leads the list in %age of active subscriber with 101.37%, followed by, Airtel 96.57%, Vodafone 93.45%, Tata 83.85% and Reliance 77.35%.

(Source: TRAI, As on: June 2017)

3.0 For Broadband(wired) services:

3.1 The total connections as on 30.06.2017 are 18.33 million, out of which 9.73 million are provided by BSNL.

3.2 BSNL has decreased by 0.07 million connections during the month of June 2017.

3.3 BSNL has been at 1st position as an operator with Market share of 53.08% as on 30.06.2017. BSNL market share has decreased from 53.76% to 53.08% during the month of June, 2017.

(Source: TRAI, As on: June 2017)


4.0 Summary:

4.1 The tele-density in the country is 92.62% with Delhi License area at top (255.32%) and Bihar License area at lowest (60.88%) as on 30.06.2017. The Broadband(wired)-density in the country is 1.40% out of which BSNL has provided 0.74% as on 30.06.2017.

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, COAI, AUSPI & TRAI, As on: June 2017)


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.

Annexure-2

No. 1-2(1)/Market Share/2017-CP&M

Sub:- Total telephones connections operatorwise & Market Share as on 30.06.2017

S. No.	Name of Operator	Telephone Connections (in Million)						%age Telephone Market Share					
		Wired Line	Wireless			Grand Total	Wiredline	Wireless			Grand Total		
			WLL	GSM	LTE			Total	WLL	GSM		LTE	Total
1	BSNL	13.21	0.88	103.66		104.54	117.75	55.09	1.80	10.21		8.80	9.72
2	Bharti Airtel	3.88		280.65		280.65	284.53	16.18		27.65		23.64	23.49
3	Reliance Telecom	1.16	0.00	81.34		81.34	82.50	4.86	0.00	8.01		6.85	6.81
4	Vodafone Essar	0.15		211.94		211.94	212.09	0.64		20.88		17.85	17.51
5	Tata Indicom	1.83	43.70			43.70	45.54	7.65	89.55	0.00		3.68	3.76
6	Idea			196.28		196.28	196.28			19.34		16.53	16.20
7	Aircel			90.32		90.32	90.32			8.90		7.61	7.46
8	MTNL	3.41	0.09	3.62		3.71	7.13	14.24	0.18	0.36		0.31	0.59
9	Jio				123.36	123.36	123.36				100.00	10.39	10.18
10	Quadrant Televentures	0.27	0.00			0.00	0.27	1.11	0.00			0.00	0.02
11	Sistema Shyam	0.06	4.13			4.13	4.19	0.23	8.46			0.35	0.35
12	Uninor			47.34		47.34	47.34			4.66		3.99	3.91
13	Vidiocon			0.00		0.00	0.00			0.00		0.00	0.00
	Total	23.98	48.80	1,015.14	123.36	1,187.31	1,211.29	100.00	100.00	100.00	100.00	100.00	100.00
BSNL operational area		17.74	44.35	942.25	109.30	1,095.90	1,113.64						
% Share of BSNL All India		55.09	1.80	10.21		8.80	9.72						
% Share of BSNL in own operational area		74.46	1.98	11.00		9.54	10.57						