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Lr.No.TA/S&M/CFA/150/2017-18/17 dated at Hyd, the 08.01.2018.

To  
 ALL the SSA Heads.  
 Telangana Telecom Circle.

Sub: Revenue Growth analysis – CFA Stream – **TS Circle** -Comparison  
 for the years 2016-17 Vs 2017-18 (till December) - Achieving Targets – Reg.  
 -:O:-

A comparison of Circle Basic, Broadband Revenues for the Financial Year 2017-18 till December, 2017 with corresponding period of 2016-17 shows that they are in declining trend by 17.93% & 21.93% respectively and FTTH is on increasing side by 41.73%. The overall growth in Basic, Broadband & FTTH services combined (CFA) is -17.17% till December, 2017.

So far the basic revenue achievement is only Rs.111.40 Crores, against a proportionate target of Rs143.10 Cr., till December, 2017 and it is 58.39% of total target of Rs.190.80 Cr. In Broadband also the achievement so far is Rs.78.73 Cr. against a proportionate target of Rs.127.68 Cr. and it is 46.25% against a total target of 170.234 Cr.

There is a growth of 41.73% in FTTH revenue. The revenue share agreements with Tips/ Builders/ RWAs for providing BSNL Telecom Services may be utilised to get more number of connections in upcoming residential/commercial complexes to achieve more revenue.

The performance of SSAs till December, 2017 in both Basic & Broadband is given below.

Circle	Revenue Performance	Circle Average (TS -17.93%)	SSAs % Achieve
TS	SSA above Circle Average		HTD(-15.89%),
	SSAs below Circle Average		SGD(-22.12%),WL(-23.23%), KHM(-28.72%), MB
	Revenue Performance	Circle Average TS(-21.93%)	SSAs % Achievem
	SSA above Circle Average		NGD(-14.80%), KAA(-19.38%).
	SSAs below Circle Average		HYD(-22.61%), NZB(-23.23%), KHM(-31.2

It is observed that in both Landline and Broadband, the revenues declined in all the SSAs and showing negative growth till December'2017 in comparison with corresponding period of 2016-17. The same was reviewed and the minimum achievable targets in the balance months also communicated. The SSA Heads should analyse the reasons for declining trend and take necessary steps to improve the same.

All the SSA heads should put their best efforts in the coming months and ensure that the targets are achieved on monthly basis and in turn the annual targets.



Chief General Manager,  
 BSNL, Telangana Telecom Circle.