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भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
BHARAT SANCHAR NIGAM LIMITED  
(A Govt. of India Enterprise)

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

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

Dated: 29.06.2016

**Sub:** Tele-density and Market Share Report as on 31.05.2016.

During May 2016, the total telephone connections & total wireless telephone connections in the country have decreased by 0.2 million & 0.43 million respectively, taking the total telephone connections in the country to 1.1 billion (As on 31st May, 2016). Some operators have been showing the negative growth i.e. Reliance(1.2 Mn.), Tata(0.2 Mn.) & Videocon(5.2 Mn.) in the total telephone connection during May 2016 (As per BSNL MIS Report, COAI & AUSPI reports). During April 2016, 0.07 million broadband(wired) connections were increased taking the total broadband(wired) connections in the country to 17.05 million as on 30.04.2016.

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 31.05.2016 are 1.1 billion, out of which 103 million are provided by BSNL.
- 1.2 BSNL has been at 04<sup>th</sup> position as an operator with Market share of 9.73%. BSNL market share has increased by 0.1% during the month of May 2016 and increased by 0.14% during 2016-17 (upto 31.05.2016).
- 1.3 BSNL's telephone connections have increased by 1 million during the month of May 2016 and increased by 1.44 million during the year 2016-17 (upto 31.05.2016).

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: May & April)

**2.0 For Wireless connections:**

**2.1 For Wireless Service:**

- 2.1.1 The total connections as on 31.05.2016 are 1.03 billion, out of which 89 million are provided by BSNL.
- 2.1.2 BSNL has been at 05<sup>th</sup> position as an operator with Market share of 8.6%. BSNL market share has increased by 0.1% during the month of May 2016 & by 0.2% during 2016-17 (upto 31.05.2016).
- 2.1.3 BSNL's connections have inclined by 1 million during the month of May 2016 and by 2 million during 2016-17 (upto 31.05.2016).
- 2.1.4 The Wireless industry has shrunk by 0.2% in terms of connections during 2016-17 (upto 31.05.2016) but relatively, BSNL has inclined by 21.3%.

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: May & April)

**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 30.04.2016 is 934.1 million, which comes to approximately 90.31% of total wireless telephone connections.

2.2.3 In terms of %age of active subscriber, BSNL is at 8<sup>th</sup> position with 71.4% active connections.

2.2.4 Idea leads the list in %age of active subscriber with 105%, followed by, Airtel 98%, Vodafone 96%, Reliance 90% and Tata 80.3%.

(Source: TRAI, As on: April)

### 3.0 For Broadband(wired) services:

3.1 The total connections as on 30-04-2016 are 17.05 million, out of which 9.91 million are provided by BSNL.

3.2 BSNL has declined by 0.04 million connections during the month of April 2016.

3.3 BSNL has been at 1<sup>st</sup> position as an operator with Market share of 58.12% as on 30.04.2016. BSNL market share has decreased by 3.3% during the month of April 2016.

(Source: TRAI, As on: April)

### 4.0 Summary:

4.1 The tele-density in the country is 83.1% with Delhi License area at top (236.02%) and Bihar License area at lowest (55.04%) as on 31.05.2016. The Broadband(wired)-density in the country is 1.34% out of which BSNL has provided 0.8% as on 30.04.2016.


4.2 In total telephone connections, Kerala & HP were each *top* ranked at 2.

4.3 In wireless telephone connections, Kerala & HP were each *top* ranked at 2.

4.4 In total telephone connections, Bihar & Kolkatta were each *bottom* ranked at 7.

4.5 In wireless telephone connections, Bihar & Kolkatta were each *bottom* ranked at 7.

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: May & April)

  
01/07/2016  
AGM(CPM-1)

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.**