

CORPORATE OFFICE  
Business Planning-CM Cell,  
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भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
BHARAT SANCHAR NIGAM LIMITED  
(A Govt. of India Enterprise)

No. 1-2/2012-BP-CM

Dated 16.04.2013

Subject: Conveying physical and revenue targets in Corporate Office and territorial circles for the financial year 2013-14 for CM unit.

Kindly refer to Director(CM) note No. 155-Dir(CM)/2013-N dated 13.03.2013, on the above cited subject. In this regard, competent authority has approved the following targets for the year 2013-14

Revenue targets for 2013-14

GSM Voice	Rs. 8915 Cr
GSM-VAS	Rs. 4,000 Cr
CDMA/EVDO	Rs. 235 Cr
WIMAX	Rs. 100 Cr

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CM Revenue	Rs. 13, 250 Cr
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Physical Connections targets for 2013-14

GSM	84, 00,000
CDMA	Nil
EVDO	50,000
WIMAX	2,22,285

The circle wise distribution of targets for the year 2013-14 as sent by your unit have been approved by Director(CM). The copy of approved targets is enclosed. You are requested to kindly communicate the circle wise targets to all the circles with a copy to Corporate Restructuring Cell and this office. .

Note: Any discrepancy if noticed in this regard may please be brought in to the notice of BP-CM cell.

Encls: as above.

  
(Harish Kumar) 16/4/13  
AGM(BP)-CM

Copy to:

Sr. GM(P&P/BP/S&M)-CM/Sr. GM(NWP-GSM)-I/Sr. GMNWP-GSM-II/Sr. GM(NWP-CDMA/WIMAX)/ GM(VAS)-CM, GM(FIN-CM)/GM(NWOP-GSM)/GM(BFC&I)/GM(S&M)

Sr. GM (Infrastructure) - CM

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Issued & Filed  
Sun  
17/4

**Consumer Mobility physical connections & Revenue targets for financial year 2013-14**

Circle	Physical targets 2013-14			Total CM connections targets 2013-14	Revenue targets 2013-14 in Cr			
	GSM	CDMA	WIMAX		GSM	CDMA	WIMAX	Total CM revenue targets 2013-14 in Crore
	Physical Target addition for 2013-14	Physical Target addition for 2013-14	Physical Target addition for 2013-14		Revenue targets 2013-14	Revenue targets 2013-14	Revenue targets 2013-14	
ANDAMAN & NICOBAR	31600	0	0	31600	44	1	0	45
ANDHRA PRADESH	838300	0	11550	849850	1311	13	6	1330
ASSAM	224700	0	5650	230350	375	6	3	384
BIHAR	394500	0	8000	402500	308	0	4	312
CHENNAI	64600	0	4000	68600	266	5	2	274
CHHATISGARH	134800	0	410	135210	195	7	0	202
GUJARAT	343300	0	300	343600	532	15	0	547
HARYANA	270200	0	2200	272400	404	3	1	409
HIMACHAL PRADESH	132500	0	6850	139350	239	5	3	248
JAMMU & KASHMIR	22900	0	5200	28100	350	14	2	366
JHARKHAND	151400	0	4000	155400	181	2	2	185
KARNATAKA	462500	0	4250	466750	856	36	3	894
KERALA	507200	0	45000	552200	1222	49	17	1288
KOLKATA	204600	0	0	204600	150	6	0	155
MADHYA PRADESH	545000	0	1980	546980	495	3	3	500
MAHARASHTRA	291000	0	590	291590	1008	14	0	1022
NORTH EAST - I	65500	0	4000	69500	89	3	3	94
NORTH EAST - II	57100	0	4000	61100	127	2	2	131
ORISSA	459700	0	22120	481820	602	3	9	615
PUNJAB	318900	0	38500	357400	529	4	15	548
RAJASTHAN	355600	0	320	355920	628	7	0	635
TAMILNADU	632200	0	22300	654500	1049	18	11	1078
UTTAR PRADESH (EAST)	881500	0	17825	899325	1036	6	7	1049
UTTAR PRADESH (WEST)	346900	0	5000	351900	407	3	3	413
UTTARANCHAL	136300	0	4000	140300	178	3	2	183
WEST BENGAL	527200	0	4240	531440	333	6	2	342
<b>Grand Total</b>	<b>8400000</b>	<b>0</b>	<b>222285</b>	<b>8622285</b>	<b>12915</b>	<b>235</b>	<b>100</b>	<b>13250</b>