

CP&M CELL, BSNL Corporate Office,  
6<sup>th</sup> floor, Room No. 602,  
Bharat Sanchar Bhawan,  
Janpath, New Delhi – 110001.

Tel: 91-11-23730389  
Fax: 91-11-23765453  
e-mail: [ftp@bsnl.co.in](mailto:ftp@bsnl.co.in)



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:29.04.2016

**Sub:** Tele-density and Market Share as on 31.03.2016.

During April 2016, the total telephone connections & total wireless telephone connections in the country have increased by 7.04 million & 7.03 million respectively, taking the total telephone connections in the country to 1.06 billion (As on 31st March, 2016). BSNL's achievement of 15.11 lakhs vs. Bharti' lakhs, in the total telephone connection during March 2016 (As per BSNL MIS Report, COAI & AUSPI reports). During February 2016, 0.12 million broadband(wired) connections were increased taking the total broadband(wired) connections in the country to 16.75 million as on 29.02.2016.

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 31.03.2016 are 1.06 billion, out of which 101.58 million are provided by BSNL.

1.2 BSNL has been at 05<sup>th</sup> position as an operator with Market share of 9.59%. BSNL market share has increased by 0.1% during the month of March 2016 and increased by 0.23% during 2015-16 (upto 31.03.2016).

1.3 BSNL's telephone connections have increased by 1.51 million during the month of April 2016 and increased by 8.4 million during the year 2015-16 (upto 31.03.2016).

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: March & February)

**2.0 For Wireless connections:**

**2.1 For Wireless Service:**

2.1.1 The total connections as on 31.03.2016 are 1.03 billion, out of which 87 million are provided by BSNL.

2.1.2 BSNL has been at 06<sup>th</sup> position as an operator with Market share of 8.4%. BSNL market share has increased by 0.1% during the month of March 2016 & by 0.5% during 2015-16 (upto 31.03.2016).

2.1.3 BSNL's connections have inclined by 1.53 million during the month of March 2016 and by 10 million during 2015-16 (upto 31.03.2016).

2.1.4 The Wireless industry has grown by 7% in terms of connections during 2015-16 (upto 31.03.2016) but relatively, BSNL has inclined by 13.01%.

(Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: March & February)

**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.



- 28
- 2.2.3 In terms of %age of active subscriber, BSNL is at 8<sup>th</sup> position with 71.13% active connections.
- 2.2.4 Idea leads the list in %age of active subscriber with 104.41%, followed by, Airtel 97%, Vodafone 96.1%, Reliance 90.4% and Tata 80.1%.
- (Source: TRAI, As on: February)

**3.0 For Broadband(wired) services: TRAI report Feb. 2016**

- 3.1 The total connections as on 29.02.2016 are 16.75 million, out of which 9.91 million are provided by BSNL.
- 3.2 BSNL has inclined by 0.04 million connections during the month of February 2016.
- 3.3 BSNL has been at 1<sup>st</sup> position as an operator with Market share of 59.2% as on 29.02.2016. BSNL market share has decreased by 0.4% during the month of February 2016. (Source: TRAI, As on: February)

**4.0 Summary:**

- 4.1 The tele-density in the country is 83.37% with Delhi License area at top (237.1%) and Bihar License area at lowest (54.32%) as on 31.03.2016. The Broadband(wired)-density in the country is 1.32% out of which BSNL has provided 0.78% as on 29.02.2016.
- (Source: MIS, MTNL, COAI, AUSPI & TRAI, As on: March & February)

  
AGM(CPM-1)

Copy to: 1) O/c

- 2) CMD BSNL for kind information.  
3-7) Director (CFA/CM/ Enterprise/HR/F) for kind information.  
8-11) ED (IT&CA/CN/F/NB) for kind information.  
12-14) GM (C&M)/Company Secretary/MIS

**15) BSNL Intranet Portal with all Annexures.**

**Note: Due to Environment protection & Austerity measures physical copies of Annexures mention in the covering letter have been stop circulating.**