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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: 01.06.2018

Sub: Tele-density and Market Share Report as on 31.03.2018.

During March 2018, the total telephone connections & total wireless telephone connections in the country have increased by 28.85 million & 27.20 million respectively, taking the total telephone connections in the country to 1.21 billion (As on 31st March, 2018). BSNL's achievement of 32.26 lakhs vs. Jio's 94.29 lakhs, Idea's 91.42 lakhs, Bharti's 84.10 lakhs & Vodafone's 56.49 lakhs in the total telephone connection during March 2018 (As per TRAI & BSNL MIS Report). During March 2018, 0.23 million broadband (wired) connections were increased taking the total broadband (wired) connections in the country to 17.95 million as on 31.03.2018.

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 31.03.2018 are 1210.71 million, out of which 124.75 million are provided by BSNL.

1.2 BSNL has been at 05th position as an operator with Market share of 10.30%. BSNL market share has increased from 10.28% to 10.30% during the month of March 2018 and increased from 9.63% to 10.30% during 2017-18 (upto 31.03.2018).

1.3 BSNL's telephone connections have increased by 32.26 lakhs during the month of March 2018 and increased by 96.63 lakhs during the year 2017-18 (upto 31.03.2018).

(Source: MIS, MTNL & TRAI, As on: March 2018)

2.0 For Wireless connections:

2.1 For Wireless Service:

2.1.1 The total connections as on 31.03.2018 are 1184.30 million, out of which 112.48 million are provided by BSNL.

2.1.2 BSNL has been at 05th position as an operator with Market share of 9.50%. BSNL market share is 9.50%, while its WLL & GSM's Market share is 2.33 & 11.57%, respectively.

2.1.3 BSNL's connections have increased by 32.31 lakhs during the month of March 2018 and increased by 1.10 crores during 2017-18 (upto 31.03.2018).

2.1.4 The Wireless industry has increased by 1.16% in terms of connections during 2017-18 (upto 31.03.2018) relatively, BSNL's connections has shot up by 10.93%.

(Source: MIS, MTNL & TRAI, As on: March 2018)

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 31.03.2018 is 998.02 million, which comes to approximately 84.33% of total wireless telephone connections.

2.2.3 In terms of %age of active subscriber, BSNL is at 06th position with 59.65% active connections.

2.2.4 Bharti leads the list in %age of active subscriber with 106.82%, followed by, Idea 98.36%, Vodafone 94.13%, Jio 85.75% and Telenor 67%.

(Source: TRAI, As on: March 2018)

3.0 For Broadband(wired) services:

3.1 The total connections as on 31.03.2018 are 17.95 million, out of which 9.30 million are provided by BSNL.

3.2 BSNL is unchanged by 0.0 million connections during the month of March 2018.

3.3 BSNL has been at 1st position as an operator with Market share of 51.81% as on 31.03.2018. BSNL market share has decreased from 52.48% to 51.81% during the month of March, 2018.

(Source: TRAI, As on: March 2018)

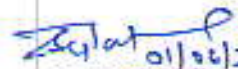
4.0 Summary:

4.1 The tele-density in the country is 90.98% with Delhi License area at top (243.30%) and Bihar License area at lowest (61.58%) as on 31.03.2018. The Broadband(wired)-density in the country is 1.35% out of which BSNL has provided 0.70% as on 31.03.2018.

4.2 In total telephone connections, Kerala was *top* ranked at 1, Orissa & HP were each *top* ranked at 2.

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

(Source: MIS, MTNL & TRAI, As on: March 2018)


01/06/2018
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.