



BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)
Corporate Office (Revenue Management Branch)
2nd Floor, 216, Eastern Court Janpath,
New Delhi-110 001

No.4-2/2012-BSNL/TR (Part)

Dated 20th February, 2013

To,

All Heads of Telecom Circles/ Metro Telephone Districts, BSNL
(Except NEI, Gujarat, Haryana, HP, J&K, Punjab, Rajasthan, UP(E), Uttarakhand
and Kerala Circles)

Subject: Decline of more than 10% in Revenue of January, 2013 Vs. January, 2012 in
respect of Landline Services.

While going through the revenue of Landline segment for the month of January, 2013, it is noticed that revenue of Landline services has fallen for more than 10% in most of Circles in January, 2013 Vs. January, 2012 (Details are given in enclosed sheet).

Such huge fall in revenue in Landline segment is a matter of great concern and needs to be reviewed for taking necessary steps to arrest any further fall in revenue.

Action taken in this regard by your Circle may be intimated to this office for submission of the same to BSNL Management.

This may kindly be treated as Most Urgent.

Encl: As above.

(G.P. Verma)
General Manager (Finance) CFA

**Circle wise Revenue performance for the month of Jan 13 in comparison to Jan 12
and comparison of Jan 12 revenue with Jan 11** (Amount Rs. In Thousands)

LANDLINE

Circle	Jan-11	Jan-12	Diff(%)	Jan-12	Jan-13	Diff(%)
A&N	4423	3674	-16.93	3674	2403	-34.59
Assam	50946	39319	-22.82	39319	33942	-13.68
Bihar	20439	34419	68.40	34419	28697	-16.62
Jharkhand	106708	34631	-67.55	34631	29047	-16.12
NE-I	30936	16898	-45.38	16898	15800	-6.50
NE-II	29593	13848	-53.21	13848	10147	-26.73
Orissa	78675	67123	-14.68	67123	59232	-11.76
WB	107867	90977	-15.66	90977	70071	-22.98
Kolkata	180735	233419	29.15	233419	205825	-11.82
Total EZ	610322	534308	-12.45	534308	455164	-14.81
Chhatisgarh	51608	32513	-37.00	32513	28281	-13.02
Gujrat	627166	406463	-35.19	406463	371340	-8.64
MP	428842	172767	-59.71	172767	146016	-15.48
MH	1178693	600151	-49.08	600151	512532	-14.60
Total WZ	2286309	1211894	-46.99	1211894	1058169	-12.68
Haryana	170109	104719	-38.44	104719	115106	9.92
HP	57060	38746	-32.10	38746	38029	-1.85
J&K	73446	41642	-43.30	41642	41406	-0.57
Punjab	307564	177660	-42.24	177660	170698	-3.92
Rajasthan	261616	199431	-23.77	199431	196815	-1.31
UPE	92416	91458	-1.04	91458	89242	-2.42
UPW	163501	98698	-39.63	98698	119403	20.98
UTL	50074	42060	-16.00	42060	38244	-9.07
Total NZ	1175786	794414	-32.44	794414	808943	1.83
AP	456562	375272	-17.80	375272	336749	-10.27
Karnataka	530523	486730	-8.25	486730	383488	-21.21
Kerala	598354	471593	-21.18	471593	438617	-6.99
Tamilnadu	400250	323224	-19.24	323224	277046	-14.29
Chennai TD	284402	281747	-0.93	281747	230395	-18.23
Total SZ	2270091	1938566	-14.60	1938566	1666295	-14.04
BSNL TOTAL	6342508	4479182	-29.38	4479182	3988571	-10.95