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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: 02.05.2018

**Sub:** Tele-density and Market Share Report as on 28.02.2018.

During February 2018, the total telephone connections & total wireless telephone connections in the country have increased by 4.81 million & 4.91 million respectively, taking the total telephone connections in the country to 1.18 billion (As on 28th February, 2018). BSNL's achievement of 7.47 lakhs vs. Jio's 87.40 lakhs, Idea's 44.24 lakhs, Bharti's 41.78 lakhs & Vodafone's 32.57 lakhs in the total telephone connection during February 2018 (As per TRAI & BSNL MIS Report). During February 2018, 0.15 million broadband(wired) connections were decreased taking the total broadband(wired) connections in the country to 17.72 million as on 28.02.2018.

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 28.02.2018 are 1181.85 million, out of which 121.52 million are provided by BSNL.

1.2 BSNL has been at 05<sup>th</sup> position as an operator with Market share of 10.28%. BSNL market share has increased from 10.26% to 10.28% during the month of February 2018 and increased from 9.63% to 10.28% during 2017-18 (upto 28.02.2018).

1.3 BSNL's telephone connections have increased by 7.47 lakhs during the month of February 2018 and increased by 64.37 lakhs during the year 2017-18 (upto 28.02.2018).

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

**2.0 For Wireless connections:**

**2.1 For Wireless Service:**

2.1.1 The total connections as on 28.02.2018 are 1157.09 million, out of which 109.25 million are provided by BSNL.

2.1.2 BSNL has been at 05<sup>th</sup> position as an operator with Market share of 9.44%. BSNL market share is 9.44%, while its WLL & GSM's Market share is 2.23 & 11.47%, respectively.

2.1.3 BSNL's connections have increased by 7.89 lakhs during the month of February 2018 and increased by 78.53 lakhs during 2017-18 (upto 28.02.2018).

2.1.4 The Wireless industry has decreased by 1.16% in terms of connections during 2017-18 (upto 28.02.2018) relatively, BSNL's connections has shot up by 7.75%.

(Source: MIS, MTNL & TRAI, As on: February 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 28.02.2018 is 981.24 million, which comes to approximately 84.81% of total wireless telephone connections.

2.2.3 In terms of %age of active subscriber, BSNL is at 06<sup>th</sup> position with 61% active connections.

2.2.4 Bharti leads the list in %age of active subscriber with 108.05%, followed by, Idea 101.72%, Vodafone 94.78%, Jio 86.02% and Telenor 67.07%.

(Source: TRAI, As on: February 2018)

### 3.0 For Broadband(wired) services:

3.1 The total connections as on 28.02.2018 are 17.72 million, out of which 9.30 million are provided by BSNL.

3.2 BSNL has decreased by 0.03 million connections during the month of February 2018.

3.3 BSNL has been at 1<sup>st</sup> position as an operator with Market share of 52.48% as on 28.02.2018. BSNL market share has increased from 52.21% to 52.48% during the month of February, 2018.

(Source: TRAI, As on: February 2018)

### 4.0 Summary:

4.1 The tele-density in the country is 88.98% with Delhi License area at top (240.78%) and Bihar License area at lowest (59.77%) as on 28.02.2018. The Broadband(wired)-density in the country is 1.33% out of which BSNL has provided 0.70% as on 28.02.2018.

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: February 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.**