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To

1) to 26) All Chief General Managers,  
BSNL Telecom Circles/ Metro Distts.

No. 1-2(1)/Market Share/2018-CP&M

Dated: 11.07.2018

**Sub:** Tele-density and Market Share Report as on 30.04.2018.

During April 2018, the total telephone connections & total wireless telephone connections in the country have decreased by 62.15 million & 58.39 million respectively, taking the total telephone connections in the country to 1.14 billion (As on 30th April, 2018). Achievement of BSNL's 5.07 lakhs, Jio's 96.31 lakhs, Idea's 55.50 lakhs & Bharti's 45.01 lakhs in the total telephone connection during April 2018 (As per TRAI & BSNL MIS Report). During April 2018, 0.02 million broadband (wired) connections were increased taking the total broadband (wired) connections in the country to 17.97 million as on 30.04.2018. -

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 30.04.2018 are 1149.74 million, out of which 124.61 million are provided by BSNL.

1.2 BSNL has been at 05<sup>th</sup> position as an operator with Market share of 10.86%. BSNL market share has increased from 10.26% to 10.86% during the month of April 2018 and increased from 10.26% to 10.86% during 2018-19 (upto 30.04.2018).

1.3 BSNL's telephone connections have increased by 5.07 lakhs during the month of April 2018 and increased by 5.07 lakhs during the year 2018-19 (upto 30.04.2018).

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

#### 2.0 For Wireless connections:

##### 2.1 For Wireless Service:

2.1.1 The total connections as on 30.04.2018 are 1125.27 million, out of which 112.50 million are provided by BSNL.

2.1.2 BSNL has been at 05<sup>th</sup> position as an operator with Market share of 10%. BSNL market share is 10%, while its WLL & GSM's Market share is 2.44 & 12.43%, respectively.

2.1.3 BSNL's connections have increased by 6.45 lakhs during the month of April 2018 and increased by 6.45 lakhs during 2018-19 (upto 30.04.2018).

2.1.4 The Wireless industry has decreased by 4.93% in terms of connections during 2018-19 (upto 30.04.2018) relatively, BSNL's connections has shot up by 0.58%.

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

2.2.1 **Proportion of VLR subscribers:** 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 30.04.2018 is 1010.57 million, which comes to approximately 89.82% of total wireless telephone connections.

2.2.3 In terms of %age of active subscriber, BSNL is at 06<sup>th</sup> position with 59.59%

2.2.4 Bharati leads the list in %age of active subscriber with 106.33%, followed by, Idea 95.99%, Vodafone 95.42%, Jio 85.79% and Telenor 67.15%.  
(Source: TRAI, As on: April 2018)

### 3.0 For Broadband(wired) services:

3.1 The total connections as on 30.04.2018 are 17.97 million, out of which 9.24 million are provided by BSNL.

3.2 BSNL has decreased by 0.06 million connections during the month of April 2018.

3.3 BSNL has been at 1<sup>st</sup> position as an operator with Market share of 51.42% as on 30.04.2018. BSNL market share has decreased from 51.81% to 51.42% during the month of April, 2018.

(Source: TRAI, As on: April 2018)

### 4.0 Summary:

4.1 The tele-density in the country is 86.10% with Delhi License area at top (220.04%) and Bihar License area at lowest (57.05%) as on 30.04.2018. The Broadband(wired)-density in the country is 1.35% out of which BSNL has provided 0.69% as on 30.04.2018.

4.2 In total telephone connections, Kerala was *top* ranked at 1, Orissa, NE-I & 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: April 2018)

  
12/07/18  
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.