

## Telephone Subscribers' Base in India for the month of December 2011

SERVICE PROVIDER COMPANY	WIRELINE		WIRELESS		TOTAL		Wireless VLR Proportion %
	Number	Market Share %	Number	Market Share %	Number	Market Share %	
Bharti Airtel	3317295	10.15	175652816	19.65	178970111	19.32	90.02
Reliance	1265831	3.87	150078928	16.79	151344759	16.33	64.61
Vodafone		0.00	147746756	16.53	147746756	15.95	84.92
BSNL	23003774	70.38	96761805	10.83	119765579	12.93	52.94
Tata	1398102	4.28	83492826	9.34	84890928	9.16	54.74
Idea		0.00	106380111	11.90	106380111	11.48	92.98
Aircel/ Dishnet		0.00	61644411	6.90	61644411	6.65	54.90
Uninor		0.00	36306865	4.06	36306865	3.92	59.40
Sistema	47699	0.15	15006528	1.68	15054227	1.62	47.91
MTNL	3453766	10.57	5681165	0.64	9134931	0.99	35.24
Videocon		0.00	5442883	0.61	5442883	0.59	44.89
Loop Telecom		0.00	3236381	0.36	3236381	0.35	40.04
S-Tel		0.00	3549381	0.40	3549381	0.38	29.97
HFCL Infotel	198744	0.61	1192592	0.13	1391336	0.15	45.56
Etisalat/ Allianz		0.00	1670086	0.19	1670086	0.18	25.45
<b>Total</b>	<b>32685211</b>	<b>100</b>	<b>893843534</b>	<b>100</b>	<b>926528745</b>	<b>100</b>	<b>72.36</b>
<b>TELE DENSITY</b>							
Urban	<b>6.85</b>		<b>161.01</b>		<b>167.86</b>		
Rural	<b>0.92</b>		<b>36.56</b>		<b>37.48</b>		
Overall	<b>2.71</b>		<b>74.15</b>		<b>76.86</b>		

Broadband = 13.30 million

Source:

TRAI Press Release

dated 30th January, 2012

## HIGHLIGHTS

- ❖ **In Wireless (GSM+CDMA) segment**, monthly growth improved to 94.7 lac in December'11 compared to November'11. Top two performers in net Wireless Subscribers addition in Dec.'11 are: Idea (23.9 lac) & Uninor (21.2 lac). Videocon & S-Tel registered negative growth. BSNL added 7.5 lac.
- ❖ **Amongst BSNL Circles, Bihar** has given a pleasant surprise by recording highest Wireless Subscribers' growth of **4.5 lac** in Dec.'11 followed by Kerala (1 lac), Karnataka (84K), Maharashtra (73K) & Orissa (72K). Five Circles posted negative growth in Dec.'11 viz. AP (2 lac), WB (45K), Haryana (5K), Gujarat (2K) & HP (1K). **In VLR position of Dec.'11**, Andhra Pradesh Circle tops with 70.43%, followed by Maharashtra - 67.23%, J&K- 66.75%, Kerala- 65.83% & NE- 60.38%. Kolkata TD continues to occupy the last position with 34.05%.
- ❖ **VLR – Visitor Location Register** shows the actual number of active Wireless telephones. In December 2011, VLR report indicated that only 72.36% (64.68 crore) of all wireless subscribers were active. Company-wise detailed status is shown in the table.
- ❖ **Urban – Rural Divide on the Basis of Tele- Density:** After a brief respite in Nov'11, the gap i.e. Urban TD minus Rural TD, has again widened in Dec'11. Figures for consecutive nine months are: April'11= 125.2, May'11= 126.2, June'11= 127.5, July= 127.8%, Aug'11= 128.7%, Sep'11=129.6%, Oct'11=130.2%, Nov'11=129.9% & Dec'11=130.4%.

*Analyst: Mihir Dasgupta, Kolkata, 31.01.2012*

## Growth of Telephone Connections in India during 1 month from November to December 2011

Company	W I R E L I N E				W I R E L E S S				T O T A L ( C o m b i n e d )				
	Nov'11	Dec'11	Growth in 1 month	Rate of Growth %	Nov'11	Dec'11	Growth in 1 month	Rate of Growth %	Nov'11	Dec'11	Growth in 1 month	Rate of Growth %	%-ge w.r.t. Total Growth
<b>Bharti</b>	3314165	3317295	3130	0.09	174692673	175652816	960143	0.55	178006838	178970111	963273	0.54	<b>10.47</b>
<b>Reliance</b>	1262297	1265831	3534	0.28	149130185	150078928	948743	0.64	150392482	151344759	952277	0.63	<b>10.35</b>
<b>Vodafone</b>			0		146841278	147746756	905478	0.62	146841278	147746756	905478	0.62	<b>9.85</b>
<b>BSNL</b>	23308483	23003774	-304709	-1.31	96011338	96761805	750467	0.78	119319821	119765579	445758	0.37	<b>4.85</b>
<b>Tata</b>	1382592	1398102	15510	1.12	83390360	83492826	102466	0.12	84772952	84890928	117976	0.14	<b>1.28</b>
<b>Idea</b>			0		103992365	106380111	2387746	2.30	103992365	106380111	2387746	2.30	<b>25.96</b>
<b>Aircel</b>			0		60958611	61644411	685800	1.13	60958611	61644411	685800	1.13	<b>7.46</b>
<b>Uninor</b>			0		34181955	36306865	2124910	6.22	34181955	36306865	2124910	6.22	<b>23.11</b>
<b>Sistema</b>	46762	47699	937	2.00	14494591	15006528	511937	3.53	14541353	15054227	512874	3.53	<b>5.58</b>
<b>MTNL</b>	3449038	3453766	4728	0.14	5647022	5681165	34143	0.60	9096060	9134931	38871	0.43	<b>0.42</b>
<b>Videocon</b>			0		5480217	5442883	-37334	-0.68	5480217	5442883	-37334	-0.68	<b>-0.41</b>
<b>Loop</b>			0		3223924	3236381	12457	0.39	3223924	3236381	12457	0.39	<b>0.14</b>
<b>S-Tel</b>			0		3563152	3549381	-13771	-0.39	3563152	3549381	-13771	-0.39	<b>-0.15</b>
<b>HFCL</b>	197419	198744	1325		1152801	1192592	39791	3.45	1350220	1391336	41116	3.05	<b>0.45</b>
<b>Etisalat</b>			0		1610824	1670086	59262	3.68	1610824	1670086	59262	3.68	<b>0.64</b>
<b>Total</b>	<b>32960756</b>	<b>32685211</b>	<b>-275545</b>	<b>-0.84</b>	<b>884371296</b>	<b>893843534</b>	<b>9472238</b>	<b>1.07</b>	<b>917332052</b>	<b>926528745</b>	<b>9196693</b>	<b>1.00</b>	<b>100.00</b>
<b>Tele Density:</b>	<b>2.74</b>	<b>2.71</b>	<b>-0.03</b>	<b>-1.09</b>	<b>73.44</b>	<b>74.15</b>	<b>0.71</b>	<b>0.97</b>	<b>76.18</b>	<b>76.86</b>	<b>0.68</b>	<b>0.89</b>	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 31.01.2012

## Growth of Telephone Connections in India during 9 months from March to December 2011

COMPANY	W I R E L I N E				W I R E L E S S				T O T A L (Combined)				
	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	%-ge w.r.t. Total Growth
<b>Bharti</b>	3295919	3317295	21376	0.65	162203480	175652816	13449336	8.29	165499399	178970111	13470712	8.14	<b>16.79</b>
<b>Reliance</b>	1234191	1265831	31640	2.56	135718541	150078928	14360387	10.58	136952732	151344759	14392027	10.51	<b>17.94</b>
<b>Vodafone</b>			0		134569706	147746756	13177050	9.79	134569706	147746756	13177050	9.79	<b>16.43</b>
<b>BSNL</b>	25224905	23003774	-2221131	-8.81	91834126	96761805	4927679	5.37	117059031	119765579	2706548	2.31	<b>3.37</b>
<b>Tata</b>	1282437	1398102	115665	9.02	89138713	83492826	-5645887	-6.33	90421150	84890928	-5530222	-6.12	<b>-6.89</b>
<b>Idea</b>			0		89503318	106380111	16876793	18.86	89503318	106380111	16876793	18.86	<b>21.04</b>
<b>Aircel</b>			0		54843290	61644411	6801121	12.40	54843290	61644411	6801121	12.40	<b>8.48</b>
<b>Uninor</b>			0		22792141	36306865	13514724	59.30	22792141	36306865	13514724	59.30	<b>16.85</b>
<b>Sistema</b>	38440	47699	9259	24.09	10056934	15006528	4949594	49.22	10095374	15054227	4958853	49.12	<b>6.18</b>
<b>MTNL</b>	3463969	3453766	-10203	-0.29	5473081	5681165	208084	3.80	8937050	9134931	197881	2.21	<b>0.25</b>
<b>Videocon</b>			0		7105960	5442883	-1663077	-23.40	7105960	5442883	-1663077	-23.40	<b>-2.07</b>
<b>Loop</b>			0		3094204	3236381	142177	4.59	3094204	3236381	142177	4.59	<b>0.18</b>
<b>S-Tel</b>			0		2820891	3549381	728490	25.82	2820891	3549381	728490	25.82	<b>0.91</b>
<b>HFCL</b>	189900	198744	8844		1466637	1192592	-274045	-18.69	1656537	1391336	-265201	-16.01	<b>-0.33</b>
<b>Etisalat</b>			0		968079	1670086	702007	72.52	968079	1670086	702007	72.52	<b>0.88</b>
<b>Total</b>	<b>34729761</b>	<b>32685211</b>	<b>-2044550</b>	<b>-5.89</b>	<b>811589101</b>	<b>893843534</b>	<b>82254433</b>	<b>10.13</b>	<b>846318862</b>	<b>926528745</b>	<b>80209883</b>	<b>9.48</b>	<b>100.00</b>
<b>Tele Density:</b>	<b>2.91</b>	<b>2.71</b>	<b>-0.2</b>	<b>-6.87</b>	<b>67.98</b>	<b>74.15</b>	<b>6.17</b>	<b>9.08</b>	<b>70.89</b>	<b>76.86</b>	<b>5.97</b>	<b>8.42</b>	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 31.01.2012

## Growth of Telephone Connections in Calcutta Circle from November to December 2011

Company	W I R E L I N E				W I R E L E S S				T O T A L ( C o m b i n e d )					Wireless VLR Proportion Dec'11
	Nov'11	Dec'11	Growth in 1 month	Rate of Growth	Nov'11	Dec'11	Growth in 1 month	Rate of Growth	Nov'11	Dec'11	Growth in 1 month	Rate of Growth	Current Market Share %	
<b>BSNL</b>	1145811	972575	-173236	-15.12	2376861	2388975	12114	0.51	3522672	3361550	-161122	-4.57	<b>13.17</b>	34.05%
<b>Bharti</b>	91770	92099	329	0.36	3764811	3791510	26699	0.71	3856581	3883609	27028	0.70	<b>15.21</b>	85.17%
<b>Reliance</b>	82178	81789	-389	-0.47	5146279	5316976	170697	3.32	5228457	5398765	170308	3.26	<b>21.15</b>	66.25%
<b>Vodafone</b>	0	0	0		4460935	4471199	10264	0.23	4460935	4471199	10264	0.23	<b>17.51</b>	80.01%
<b>Tata</b>	29686	30325	639	2.15	3137189	3106499	-30690	-0.98	3166875	3136824	-30051	-0.95	<b>12.29</b>	63.27%
<b>Aircel</b>	0	0	0		1726053	1738401	12348	0.72	1726053	1738401	12348	0.72	<b>6.81</b>	51.17%
<b>Idea</b>	0	0	0		1134127	1182440	48313	4.26	1134127	1182440	48313	4.26	<b>4.63</b>	73.45%
<b>Uninor</b>	0	0	0		1367158	1550799	183641	13.43	1367158	1550799	183641	13.43	<b>6.07</b>	54.22%
<b>Sistema</b>	0	0	0		774023	802124	28101	3.63	774023	802124	28101	3.63	<b>3.14</b>	53.75%
<b>Loop</b>	0	0	0		2096	2274	178	8.49	2096	2274	178	8.49	<b>0.01</b>	3.21%
<b>Videocon</b>	0	0	0		1536	1967	431		1536	1967	431		<b>0.01</b>	
<b>Total</b>	<b>1349445</b>	<b>1176788</b>	<b>-172657</b>	<b>-12.79</b>	<b>23891068</b>	<b>24353164</b>	<b>462096</b>	<b>1.93</b>	<b>25240513</b>	<b>25529952</b>	<b>289439</b>	<b>1.15</b>		<b>66.27%</b>

## Growth of Telephone Connections in West Bengal Tele. Circle from November to December 2011

Company	W I R E L I N E				W I R E L E S S				T O T A L ( C o m b i n e d )					Wireless VLR Proportion Dec'11
	Nov'11	Dec'11	Growth in 1 month	Rate of Growth	Nov'11	Dec'11	Growth in 1 month	Rate of Growth	Nov'11	Dec'11	Growth in 1 month	Rate of Growth	Current Market Share %	
<b>BSNL</b>	689737	686839	-2898	-0.42	3569873	3524516	-45357	-1.27	4259610	4211355	-48255	-1.13	<b>9.28</b>	49.22%
<b>Bharti</b>	0	0	0		8954609	8990872	36263	0.40	8954609	8990872	36263	0.40	<b>19.81</b>	83.38%
<b>Reliance</b>	2230	2228	-2	-0.09	7232598	7273099	40501	0.56	7234828	7275327	40499	0.56	<b>16.03</b>	74.00%
<b>Vodafone</b>	0	0	0		11478592	11558663	80071	0.70	11478592	11558663	80071	0.70	<b>25.47</b>	88.22%
<b>Tata</b>	5480	5719	239	4.36	3134932	3130634	-4298	-0.14	3140412	3136353	-4059	-0.13	<b>6.91</b>	35.94%
<b>Aircel</b>	0	0	0		3077517	3073839	-3678	-0.12	3077517	3073839	-3678	-0.12	<b>6.77</b>	47.48%
<b>Idea</b>	0	0	0		1831534	1901471	69937	3.82	1831534	1901471	69937	3.82	<b>4.19</b>	77.71%
<b>Uninor</b>	0	0	0		3292937	3542995	250058	7.59	3292937	3542995	250058	7.59	<b>7.81</b>	55.59%
<b>Sistema</b>	0	0	0		1623913	1677432	53519	3.30	1623913	1677432	53519	3.30	<b>3.70</b>	63.12%
<b>Videocon</b>	0	0	0		21354	19902	-1452	-6.80	21354	19902	-1452	-6.80	<b>0.04</b>	4.53%
<b>Total</b>	<b>697447</b>	<b>694786</b>	<b>-2661</b>	<b>-0.38</b>	<b>44217859</b>	<b>44693423</b>	<b>475564</b>	<b>1.08</b>	<b>44915306</b>	<b>45388209</b>	<b>472903</b>	<b>1.05</b>		<b>71.38%</b>

Analyst: Mihir Dasgupta, Kolkata, 31.01.2011

Source: TRAI

## Growth of Telephone Connections in Calcutta Circle in 9 months from March to December 2011

Company	W I R E L I N E				W I R E L E S S				T O T A L ( C o m b i n e d )					Wireless VLR Proportion Dec'11
	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	Current Market Share %	
<b>BSNL</b>	1199651	972575	-227076	-18.93	2487240	2388975	-98265	-3.95	3686891	3361550	-325341	-8.82	<b>13.17</b>	34.05%
<b>Bharti</b>	89286	92099	2813	3.15	3618140	3791510	173370	4.79	3707426	3883609	176183	4.75	<b>15.21</b>	85.17%
<b>Reliance</b>	86145	81789	-4356	-5.06	4907637	5316976	409339	8.34	4993782	5398765	404983	8.11	<b>21.15</b>	66.25%
<b>Vodafone</b>	0	0	0		4278094	4471199	193105	4.51	4278094	4471199	193105	4.51	<b>17.51</b>	80.01%
<b>Tata</b>	26072	30325	4253	16.31	3361778	3106499	-255279	-7.59	3387850	3136824	-251026	-7.41	<b>12.29</b>	63.27%
<b>Aircel</b>	0	0	0		1760820	1738401	-22419	-1.27	1760820	1738401	-22419	-1.27	<b>6.81</b>	51.17%
<b>Idea</b>	0	0	0		895129	1182440	287311	32.10	895129	1182440	287311	32.10	<b>4.63</b>	73.45%
<b>Uninor</b>	0	0	0		1249336	1550799	301463	24.13	1249336	1550799	301463	24.13	<b>6.07</b>	54.22%
<b>Sistema</b>	0	0	0		654386	802124	147738	22.58	654386	802124	147738	22.58	<b>3.14</b>	53.75%
<b>Loop</b>	0	0	0		829	2274	1445	174.31	829	2274	1445	174.31	<b>0.01</b>	3.21%
<b>Videocon</b>	0	0	0		0	1967	1967		0	1967	1967		<b>0.01</b>	
<b>Total</b>	<b>1401154</b>	<b>1176788</b>	<b>-224366</b>	<b>-16.01</b>	<b>23213389</b>	<b>24353164</b>	<b>1139775</b>	<b>4.91</b>	<b>24614543</b>	<b>25529952</b>	<b>915409</b>	<b>3.72</b>		<b>66.27%</b>

## Growth of Telephone Connections in W. B. Tel. Circle in 9 months from March to December 2011

Company	W I R E L I N E				W I R E L E S S				T O T A L ( C o m b i n e d )					Wireless VLR Proportion Dec'11
	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	Mar'11	Dec'11	Growth in 9 months	Rate of Growth	Current Market Share %	
<b>BSNL</b>	750854	686839	-64015	-8.53	3320571	3524516	203945	6.14	4071425	4211355	139930	3.44	<b>9.28</b>	49.22%
<b>Bharti</b>	0	0	0		8441216	8990872	549656	6.51	8441216	8990872	549656	6.51	<b>19.81</b>	83.38%
<b>Reliance</b>	2290	2228	-62	-2.71	6574662	7273099	698437	10.62	6576952	7275327	698375	10.62	<b>16.03</b>	74.00%
<b>Vodafone</b>	0	0	0		10419784	11558663	1138879	10.93	10419784	11558663	1138879	10.93	<b>25.47</b>	88.22%
<b>Tata</b>	4229	5719	1490	35.23	3110169	3130634	20465	0.66	3114398	3136353	21955	0.70	<b>6.91</b>	35.94%
<b>Aircel</b>	0	0	0		2835911	3073839	237928	8.39	2835911	3073839	237928	8.39	<b>6.77</b>	47.48%
<b>Idea</b>	0	0	0		1744965	1901471	156506	8.97	1744965	1901471	156506	8.97	<b>4.19</b>	77.71%
<b>Uninor</b>	0	0	0		2000259	3542995	1542736	77.13	2000259	3542995	1542736	77.13	<b>7.81</b>	55.59%
<b>Sistema</b>	0	0	0		1202285	1677432	475147	39.52	1202285	1677432	475147	39.52	<b>3.70</b>	63.12%
<b>Videocon</b>	0	0	0		11695	19902	8207	70.18	11695	19902	8207	70.18	<b>0.04</b>	4.53%
<b>Total</b>	<b>757373</b>	<b>694786</b>	<b>-62587</b>	<b>-8.26</b>	<b>39661517</b>	<b>44693423</b>	<b>5031906</b>	<b>12.69</b>	<b>40418890</b>	<b>45388209</b>	<b>4969319</b>	<b>12.29</b>		<b>71.38%</b>

Analyst: Mihir Dasgupta, Kolkata, 31.01.2011

Source: TRAI

