

Telephone Subscribers' Base in India for the month of November 2011

SERVICE PROVIDER COMPANY	WIRELINE		WIRELESS		TOTAL		Wireless VLR Proportion %
	Number	Market Share %	Number	Market Share %	Number	Market Share %	
Bharti Airtel	3314165	10.05	174692673	19.75	178006838	19.40	89.46
Reliance	1262297	3.83	149130185	16.86	150392482	16.39	64.89
Vodafone		0.00	146841278	16.60	146841278	16.01	83.30
BSNL	23308483	70.72	96011338	10.86	119319821	13.01	52.96
Tata	1382592	4.19	83390360	9.43	84772952	9.24	54.01
Idea		0.00	103992365	11.76	103992365	11.34	92.26
Aircel/ Dishnet		0.00	60958611	6.89	60958611	6.65	54.42
Uninor		0.00	34181955	3.87	34181955	3.73	59.55
Sistema	46762	0.14	14494591	1.64	14541353	1.59	48.47
MTNL	3449038	10.46	5647022	0.64	9096060	0.99	35.14
Videocon		0.00	5480217	0.62	5480217	0.60	42.09
Loop Telecom		0.00	3223924	0.36	3223924	0.35	40.02
S-Tel		0.00	3563152	0.40	3563152	0.39	31.37
HFCL Infotel	197419	0.60	1152801	0.13	1350220	0.15	44.29
Etisalat/ Allianz		0.00	1610824	0.18	1610824	0.18	25.37
Total	32960756	100	884371296	100	917332052	100	71.85
TELE DENSITY							
Urban	6.92		159.92		166.84		
Rural	0.93		36.05		36.98		
Overall	2.74		73.44		76.18		

Broadband = 13.13 million

Source:

TRAI Press Release

dated 9th January, 2012

HIGHLIGHTS

- ❖ **In Wireless (GSM+CDMA) segment**, monthly growth substantially declined to 29.7 lac in November'11 compared to October'11. Top three performers in net Wireless Subscribers addition in Nov.'11 are: Idea (21.7 lac), Uninor (18.6 lac) & Reliance (10.1 lac). Tata lost huge 44.5 lac subscribers, followed by Videocon (5.9 lac), BSNL (1.8 lac) & HFCL (61K).
- ❖ **Amongst BSNL Circles**, Tamil Nadu (including Chennai) recorded highest Wireless Subscribers' growth of 1.2 lac in Nov.'11 followed by Kerala (96K), Rajasthan (85K) & Karnataka (79K). Six Circles posted negative growth in Nov.'11 viz. Bihar (3.4 lac), Maharashtra (3.3 lac), NE (1 lac), Haryana (13K), HP (9K) & Gujarat (2K). **In VLR position of Nov.'11**, Maharashtra Circle tops with 67.66%, followed by Andhra Pradesh- 66.74%, J&K- 65.49%, Kerala- 64.66% & NE- 60.86%. Kolkata TD continues to occupy the last position with 34.52%.
- ❖ **VLR – Visitor Location Register** shows the actual number of active Wireless telephones. In November 2011, VLR report indicated that only 71.85% (63.54 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 long time, the gap i.e. Urban TD minus Rural TD, has marginally narrowed. Figures for consecutive eight 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%.

Analyst: Mihir Dasgupta, Kolkata, 14.01.2012

Growth of Telephone Connections in India during 1 month from October to November 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)				
	Oct'11	Nov'11	Growth in 1 month	Rate of Growth %	Oct'11	Nov'11	Growth in 1 month	Rate of Growth %	Oct'11	Nov'11	Growth in 1 month	Rate of Growth %	%-ge w.r.t. Total Growth
Bharti	3329117	3314165	-14952	-0.45	173732590	174692673	960083	0.55	177061707	178006838	945131	0.53	34.47
Reliance	1262055	1262297	242	0.02	148119743	149130185	1010442	0.68	149381798	150392482	1010684	0.68	36.86
Vodafone			0		145916175	146841278	925103	0.63	145916175	146841278	925103	0.63	33.74
BSNL	23543403	23308483	-234920	-1.00	96195424	96011338	-184086	-0.19	119738827	119319821	-419006	-0.35	-15.28
Tata	1365225	1382592	17367	1.27	87836112	83390360	-4445752	-5.06	89201337	84772952	-4428385	-4.96	-161.51
Idea			0		101819392	103992365	2172973	2.13	101819392	103992365	2172973	2.13	79.25
Aircel			0		60284402	60958611	674209	1.12	60284402	60958611	674209	1.12	24.59
Uninor			0		32319519	34181955	1862436	5.76	32319519	34181955	1862436	5.76	67.93
Sistema	46026	46762	736	1.60	14015996	14494591	478595	3.41	14062022	14541353	479331	3.41	17.48
MTNL	3447199	3449038	1839	0.05	5615235	5647022	31787	0.57	9062434	9096060	33626	0.37	1.23
Videocon			0		6068531	5480217	-588314	-9.69	6068531	5480217	-588314	-9.69	-21.46
Loop			0		3211039	3223924	12885	0.40	3211039	3223924	12885	0.40	0.47
S-Tel			0		3541298	3563152	21854	0.62	3541298	3563152	21854	0.62	0.80
HFCL	196602	197419	817		1158856	1152801	-6055	-0.52	1355458	1350220	-5238	-0.39	-0.19
Etisalat			0		1566266	1610824	44558	2.84	1566266	1610824	44558	2.84	1.63
Total	33189627	32960756	-228871	-0.69	881400578	884371296	2970718	0.34	914590205	917332052	2741847	0.30	100.00
Tele Density:	2.76	2.74	-0.02	-0.72	73.27	73.44	0.17	0.23	76.03	76.18	0.15	0.20	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 14.01.2012

Growth of Telephone Connections in India during 8 months from March to November 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)				
	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	%-ge w.r.t. Total Growth
Bharti	3295919	3314165	18246	0.55	162203480	174692673	12489193	7.70	165499399	178006838	12507439	7.56	17.61
Reliance	1234191	1262297	28106	2.28	135718541	149130185	13411644	9.88	136952732	150392482	13439750	9.81	18.93
Vodafone			0		134569706	146841278	12271572	9.12	134569706	146841278	12271572	9.12	17.28
BSNL	25224905	23308483	-1916422	-7.60	91834126	96011338	4177212	4.55	117059031	119319821	2260790	1.93	3.18
Tata	1282437	1382592	100155	7.81	89138713	83390360	-5748353	-6.45	90421150	84772952	-5648198	-6.25	-7.95
Idea			0		89503318	103992365	14489047	16.19	89503318	103992365	14489047	16.19	20.40
Aircel			0		54843290	60958611	6115321	11.15	54843290	60958611	6115321	11.15	8.61
Uninor			0		22792141	34181955	11389814	49.97	22792141	34181955	11389814	49.97	16.04
Sistema	38440	46762	8322	21.65	10056934	14494591	4437657	44.13	10095374	14541353	4445979	44.04	6.26
MTNL	3463969	3449038	-14931	-0.43	5473081	5647022	173941	3.18	8937050	9096060	159010	1.78	0.22
Videocon			0		7105960	5480217	-1625743	-22.88	7105960	5480217	-1625743	-22.88	-2.29
Loop			0		3094204	3223924	129720	4.19	3094204	3223924	129720	4.19	0.18
S-Tel			0		2820891	3563152	742261	26.31	2820891	3563152	742261	26.31	1.05
HFCL	189900	197419	7519		1466637	1152801	-313836	-21.40	1656537	1350220	-306317	-18.49	-0.43
Etisalat			0		968079	1610824	642745	66.39	968079	1610824	642745	66.39	0.91
Total	34729761	32960756	-1769005	-5.09	811589101	884371296	72782195	8.97	846318862	917332052	71013190	8.39	100.00
Tele Density:	2.91	2.74	-0.17	-5.84	67.98	73.44	5.46	8.03	70.89	76.18	5.29	7.46	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 14.01.2012

Growth of Telephone Connections in Calcutta Circle from March to November 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 Nov'11
	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	Current Market Share %	
BSNL	1199651	1145811	-53840	-4.49	2487240	2376861	-110379	-4.44	3686891	3522672	-164219	-4.45	13.96	34.52%
Bharti	89286	91770	2484	2.78	3618140	3764811	146671	4.05	3707426	3856581	149155	4.02	15.28	84.04%
Reliance	86145	82178	-3967	-4.61	4907637	5146279	238642	4.86	4993782	5228457	234675	4.70	20.71	66.94%
Vodafone	0	0	0		4278094	4460935	182841	4.27	4278094	4460935	182841	4.27	17.67	80.56%
Tata	26072	29686	3614	13.86	3361778	3137189	-224589	-6.68	3387850	3166875	-220975	-6.52	12.55	61.88%
Aircel	0	0	0		1760820	1726053	-34767	-1.97	1760820	1726053	-34767	-1.97	6.84	50.52%
Idea	0	0	0		895129	1134127	238998	26.70	895129	1134127	238998	26.70	4.49	73.21%
Uninor	0	0	0		1249336	1367158	117822	9.43	1249336	1367158	117822	9.43	5.42	61.82%
Sistema	0	0	0		654386	774023	119637	18.28	654386	774023	119637	18.28	3.07	55.74%
Loop	0	0	0		829	2096	1267	152.83	829	2096	1267	152.83	0.01	3.82%
Videocon	0	0	0		0	1536	1536		0	1536	1536		0.01	
Total	1401154	1349445	-51709	-3.69	23213389	23891068	677679	2.92	24614543	25240513	625970	2.54		66.74%

Growth of Telephone Connections in West Bengal Telecom Circle from March to November 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 Nov'11
	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	Mar'11	Nov'11	Growth in 8 months	Rate of Growth	Current Market Share %	
BSNL	750854	689737	-61117	-8.14	3320571	3569873	249302	7.51	4071425	4259610	188185	4.62	9.48	48.51%
Bharti	0	0	0		8441216	8954609	513393	6.08	8441216	8954609	513393	6.08	19.94	81.80%
Reliance	2290	2230	-60	-2.62	6574662	7232598	657936	10.01	6576952	7234828	657876	10.00	16.11	74.46%
Vodafone	0	0	0		10419784	11478592	1058808	10.16	10419784	11478592	1058808	10.16	25.56	88.34%
Tata	4229	5480	1251	29.58	3110169	3134932	24763	0.80	3114398	3140412	26014	0.84	6.99	36.24%
Aircel	0	0	0		2835911	3077517	241606	8.52	2835911	3077517	241606	8.52	6.85	54.42%
Idea	0	0	0		1744965	1831534	86569	4.96	1744965	1831534	86569	4.96	4.08	77.74%
Uninor	0	0	0		2000259	3292937	1292678	64.63	2000259	3292937	1292678	64.63	7.33	57.55%
Sistema	0	0	0		1202285	1623913	421628	35.07	1202285	1623913	421628	35.07	3.62	63.94%
Videocon	0	0	0		11695	21354	9659	82.59	11695	21354	9659	82.59	0.05	4.00%
Total	757373	697447	-59926	-7.91	39661517	44217859	4556342	11.49	40418890	44915306	4496416	11.12		71.26%

Analyst: Mihir Dasgupta, Kolkata, 14.01.2011

Source: TRAI