

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

SERVICE PROVIDER COMPANY	WIREFINE		WIRELESS		TOTAL		Wireless VLR Proportion %
	Number	Market Share %	Number	Market Share %	Number	Market Share %	
<b>Bharti Airtel</b>	3327797	9.77	171846824	19.85	175174621	19.47	88.86
<b>Reliance</b>	1255289	3.68	146066926	16.87	147322215	16.37	62.67
<b>Vodafone</b>		0.00	144144031	16.65	144144031	16.02	81.01
<b>BSNL</b>	24453818	71.78	95411079	11.02	119864897	13.32	52.79
<b>Tata</b>	1345601	3.95	88555271	10.23	89900872	9.99	50.40
<b>Idea</b>		0.00	98441714	11.37	98441714	10.94	91.55
<b>Aircel/ Dishnet</b>		0.00	59191661	6.84	59191661	6.58	52.43
<b>Uninor</b>		0.00	27738154	3.20	27738154	3.08	61.08
<b>Sistema</b>	43479	0.13	12835938	1.48	12879417	1.43	48.77
<b>MTNL</b>	3446216	10.12	5555087	0.64	9001303	1.00	37.42
<b>Videocon</b>		0.00	6382493	0.74	6382493	0.71	37.26
<b>Loop Telecom</b>		0.00	3181967	0.37	3181967	0.35	42.62
<b>S-Tel</b>		0.00	3433988	0.40	3433988	0.38	42.21
<b>HFCL Infotel</b>	195137	0.57	1445751	0.17	1640888	0.18	36.67
<b>Etisalat/ Allianz</b>		0.00	1477495	0.17	1477495	0.16	31.86
<b>Total</b>	<b>34067337</b>	<b>100</b>	<b>865708379</b>	<b>100</b>	<b>899775716</b>	<b>100</b>	<b>70.30</b>
<b>TELE DENSITY</b>							
<b>Urban</b>	<b>7.11</b>		<b>157.76</b>		<b>164.87</b>		
<b>Rural</b>	<b>0.99</b>		<b>35.20</b>		<b>36.19</b>		
<b>Overall</b>	<b>2.84</b>		<b>72.12</b>		<b>74.96</b>		

Broadband = 12.69 million

Source:

TRAI Press Release

dated 20th October, 2011

## HIGHLIGHTS

- ❖ **In Wireless (GSM+CDMA) segment**, monthly growth marginally improved to 73.4 lac in August'11, compared to July'11. Top four performers in net Wireless Subscribers addition in Aug'11 are: Idea (23.3 lac), Reliance (12.8 lac), Bharti (11.5 lac) & Vodafone (11.3 lac). BSNL added only 2.6 lac. Worst loser is Videocon (- 6.5 lac). S-Tel lost 0.7 lac.
- ❖ **Amongst BSNL Circles**, Andhra Pradesh again recorded highest Wireless Subscribers' growth of 3 lac in August'11 followed by Tamil Nadu (including Chennai) 1.9 lac, Kerala 1.3 lac & Karnataka 1 lac. Eight Circles posted negative growth in August'11 viz. Rajasthan (2.4 lac), UP(E) (1.2 lac), Kolkata (92 K), west Bengal (41 K), Bihar (28 K), Haryana (20 K), Gujarat (3 K) & HP (2 K). **In VLR position of August'11**, Kerala Circle tops with 64.99%, followed by Andhra Pradesh 64.77%, J&K 62.59%, Maharashtra 61.16% & Bihar 60.09%. Kolkata TD occupies the last position with 34.66%, though improved marginally from last month's 32.14%.
- ❖ **VLR – Visitor Location Register** shows the actual number of active Wireless telephones. In August 2011, VLR report indicated that only 70.30% (60.86 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:** The gap i.e. Urban TD minus Rural TD is widening month by month as visualized from the consecutive 5 months' figures : April'11= 125.2, May'11= 126.2, June'11= 127.5, July= 127.8% & Aug'11= 128.7%.

*Analyst: Mihir Dasgupta, Kolkata, 20.10.2011*

### Growth of Telephone Connections in India during 1 month from July to August 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 )				
	July'11	Aug'11	Growth in 1 month	Rate of Growth %	July'11	Aug'11	Growth in 1 month	Rate of Growth %	July'11	Aug'11	Growth in 1 month	Rate of Growth %	%-ge w.r.t. Total Growth
<b>Bharti</b>	3326748	3327797	1049	0.03	170696526	171846824	1150298	0.67	174023274	175174621	1151347	0.66	<b>15.93</b>
<b>Reliance</b>	1252250	1255289	3039	0.24	144786944	146066926	1279982	0.88	146039194	147322215	1283021	0.88	<b>17.75</b>
<b>Vodafone</b>			0		143011008	144144031	1133023	0.79	143011008	144144031	1133023	0.79	<b>15.68</b>
<b>BSNL</b>	24583994	24453818	-130176	-0.53	95149376	95411079	261703	0.28	119733370	119864897	131527	0.11	<b>1.82</b>
<b>Tata</b>	1335309	1345601	10292	0.77	88315047	88555271	240224	0.27	89650356	89900872	250516	0.28	<b>3.47</b>
<b>Idea</b>			0		96111475	98441714	2330239	2.42	96111475	98441714	2330239	2.42	<b>32.24</b>
<b>Aircel</b>			0		58589349	59191661	602312	1.03	58589349	59191661	602312	1.03	<b>8.33</b>
<b>Uninor</b>			0		27388666	27738154	349488	1.28	27388666	27738154	349488	1.28	<b>4.84</b>
<b>Sistema</b>	42029	43479	1450	3.45	12258762	12835938	577176	4.71	12300791	12879417	578626	4.70	<b>8.01</b>
<b>MTNL</b>	3444491	3446216	1725	0.05	5524638	5555087	30449	0.55	8969129	9001303	32174	0.36	<b>0.45</b>
<b>Videocon</b>			0		7034876	6382493	-652383	-9.27	7034876	6382493	-652383	-9.27	<b>-9.03</b>
<b>Loop</b>			0		3162932	3181967	19035	0.60	3162932	3181967	19035	0.60	<b>0.26</b>
<b>S-Tel</b>			0		3501247	3433988	-67259	-1.92	3501247	3433988	-67259	-1.92	<b>-0.93</b>
<b>HFCL</b>	194657	195137	480		1413308	1445751	32443	2.30	1607965	1640888	32923	2.05	<b>0.46</b>
<b>Etisalat</b>			0		1424554	1477495	52941	3.72	1424554	1477495	52941	3.72	<b>0.73</b>
<b>Total</b>	<b>34179478</b>	<b>34067337</b>	<b>-112141</b>	<b>-0.33</b>	<b>858368708</b>	<b>865708379</b>	<b>7339671</b>	<b>0.86</b>	<b>892548186</b>	<b>899775716</b>	<b>7227530</b>	<b>0.81</b>	<b>100.00</b>
<b>Tele Density:</b>	<b>2.85</b>	<b>2.84</b>	<b>-0.01</b>	<b>-0.35</b>	<b>71.59</b>	<b>72.12</b>	<b>0.53</b>	<b>0.74</b>	<b>74.44</b>	<b>74.96</b>	<b>0.52</b>	<b>0.70</b>	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 20.10.2011

### Growth of Telephone Connections in India during 5 months from March to August 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	Aug'11	Growth in 5 months	Rate of Growth	Mar'11	Aug'11	Growth in 5 months	Rate of Growth	Mar'11	Aug'11	Growth in 5 months	Rate of Growth	%-ge w.r.t. Total Growth
<b>Bharti</b>	3295919	3327797	31878	0.97	162203480	171846824	9643344	5.95	165499399	175174621	9675222	5.85	<b>18.10</b>
<b>Reliance</b>	1234191	1255289	21098	1.71	135718541	146066926	10348385	7.62	136952732	147322215	10369483	7.57	<b>19.40</b>
<b>Vodafone</b>			0		134569706	144144031	9574325	7.11	134569706	144144031	9574325	7.11	<b>17.91</b>
<b>BSNL</b>	25224905	24453818	-771087	-3.06	91834126	95411079	3576953	3.90	117059031	119864897	2805866	2.40	<b>5.25</b>
<b>Tata</b>	1282437	1345601	63164	4.93	89138713	88555271	-583442	-0.65	90421150	89900872	-520278	-0.58	<b>-0.97</b>
<b>Idea</b>			0		89503318	98441714	8938396	9.99	89503318	98441714	8938396	9.99	<b>16.72</b>
<b>Aircel</b>			0		54843290	59191661	4348371	7.93	54843290	59191661	4348371	7.93	<b>8.13</b>
<b>Uninor</b>			0		22792141	27738154	4946013	21.70	22792141	27738154	4946013	21.70	<b>9.25</b>
<b>Sistema</b>	38440	43479	5039	13.11	10056934	12835938	2779004	27.63	10095374	12879417	2784043	27.58	<b>5.21</b>
<b>MTNL</b>	3463969	3446216	-17753	-0.51	5473081	5555087	82006	1.50	8937050	9001303	64253	0.72	<b>0.12</b>
<b>Videocon</b>			0		7105960	6382493	-723467	-10.18	7105960	6382493	-723467	-10.18	<b>-1.35</b>
<b>Loop</b>			0		3094204	3181967	87763	2.84	3094204	3181967	87763	2.84	<b>0.16</b>
<b>S-Tel</b>			0		2820891	3433988	613097	21.73	2820891	3433988	613097	21.73	<b>1.15</b>
<b>HFCL</b>	189900	195137	5237		1466637	1445751	-20886	-1.42	1656537	1640888	-15649	-0.94	<b>-0.03</b>
<b>Etisalat</b>			0		968079	1477495	509416	52.62	968079	1477495	509416	52.62	<b>0.95</b>
<b>Total</b>	<b>34729761</b>	<b>34067337</b>	<b>-662424</b>	<b>-1.91</b>	<b>811589101</b>	<b>865708379</b>	<b>54119278</b>	<b>6.67</b>	<b>846318862</b>	<b>899775716</b>	<b>53456854</b>	<b>6.32</b>	<b>100.00</b>
<b>Tele Density:</b>	<b>2.91</b>	<b>2.84</b>	<b>-0.07</b>	<b>-2.41</b>	<b>67.98</b>	<b>72.12</b>	<b>4.14</b>	<b>6.09</b>	<b>70.89</b>	<b>74.96</b>	<b>4.07</b>	<b>5.74</b>	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 20.10.2011

## Growth of Telephone Connections in Calcutta Circle from March to August 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 Aug'11
	Mar'11	Aug'11	Growth in 5 months	Rate of Growth	Mar'11	Aug'11	Growth in 5 months	Rate of Growth	Mar'11	Aug'11	Growth in 5 months	Rate of Growth	Current Market Share %	
<b>BSNL</b>	1199651	1163829	-35822	-2.99	2487240	2341651	-145589	-5.85	3686891	3505480	-181411	-4.92	<b>14.04</b>	34.66%
<b>Bharti</b>	89286	91646	2360	2.64	3618140	3730075	111935	3.09	3707426	3821721	114295	3.08	<b>15.30</b>	84.75%
<b>Reliance</b>	86145	83341	-2804	-3.25	4907637	5386762	479125	9.76	4993782	5470103	476321	9.54	<b>21.90</b>	61.23%
<b>Vodafone</b>	0	0	0		4278094	4420451	142357	3.33	4278094	4420451	142357	3.33	<b>17.70</b>	78.61%
<b>Tata</b>	26072	29624	3552	13.62	3361778	3188186	-173592	-5.16	3387850	3217810	-170040	-5.02	<b>12.88</b>	59.46%
<b>Aircel</b>	0	0	0		1760820	1622478	-138342	-7.86	1760820	1622478	-138342	-7.86	<b>6.50</b>	53.16%
<b>Idea</b>	0	0	0		895129	838797	-56332	-6.29	895129	838797	-56332	-6.29	<b>3.36</b>	82.75%
<b>Uninor</b>	0	0	0		1249336	1360966	111630	8.94	1249336	1360966	111630	8.94	<b>5.45</b>	55.77%
<b>Sistema</b>	0	0	0		654386	716458	62072	9.49	654386	716458	62072	9.49	<b>2.87</b>	58.03%
<b>Loop</b>	0	0	0		829	1501	672	81.06	829	1501	672	81.06	<b>0.01</b>	3.53%
<b>Total</b>	<b>1401154</b>	<b>1368440</b>	<b>-32714</b>	<b>-2.33</b>	<b>23213389</b>	<b>23607325</b>	<b>393936</b>	<b>1.70</b>	<b>24614543</b>	<b>24975765</b>	<b>361222</b>	<b>1.47</b>		<b>65.12%</b>

## Growth of Telephone Connections in West Bengal Telecom Circle from March to August 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 Aug'11
	Mar'11	Aug'11	Growth in 5 months	Rate of Growth	Mar'11	Aug'11	Growth in 5 months	Rate of Growth	Mar'11	Aug'11	Growth in 5 months	Rate of Growth	Current Market Share %	
<b>BSNL</b>	750854	696773	-54081	-7.20	3320571	3424672	104101	3.14	4071425	4121445	50020	1.23	<b>9.54</b>	52.79%
<b>Bharti</b>	0	0	0		8441216	8857230	416014	4.93	8441216	8857230	416014	4.93	<b>20.50</b>	88.86%
<b>Reliance</b>	2290	2332	42	1.83	6574662	7353433	778771	11.85	6576952	7355765	778813	11.84	<b>17.02</b>	65.51%
<b>Vodafone</b>	0	0	0		10419784	11195886	776102	7.45	10419784	11195886	776102	7.45	<b>25.91</b>	88.21%
<b>Tata</b>	4229	5548	1319	31.19	3110169	3164199	54030	1.74	3114398	3169747	55349	1.78	<b>7.34</b>	36.94%
<b>Aircel</b>	0	0	0		2835911	3026630	190719	6.73	2835911	3026630	190719	6.73	<b>7.00</b>	52.43%
<b>Idea</b>	0	0	0		1744965	1533552	-211413	-12.12	1744965	1533552	-211413	-12.12	<b>3.55</b>	77.47%
<b>Uninor</b>	0	0	0		2000259	2478596	478337	23.91	2000259	2478596	478337	23.91	<b>5.74</b>	64.81%
<b>Sistema</b>	0	0	0		1202285	1453895	251610	20.93	1202285	1453895	251610	20.93	<b>3.36</b>	67.61%
<b>Videocon</b>	0	0	0		11695	19363	7668	65.57	11695	19363	7668	65.57	<b>0.04</b>	15.73%
<b>Total</b>	<b>757373</b>	<b>704653</b>	<b>-52720</b>	<b>-6.96</b>	<b>39661517</b>	<b>42507456</b>	<b>2845939</b>	<b>7.18</b>	<b>40418890</b>	<b>43212109</b>	<b>2793219</b>	<b>6.91</b>		<b>69.98%</b>

Analyst: Mihir Dasgupta, Kolkata, 20.10.2011

Source: TRAI

