

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

SERVICE PROVIDER COMPANY	WIRELINE		WIRELESS		TOTAL		Wireless VLR Proportion %
	Number	Market Share %	Number	Market Share %	Number	Market Share %	
Bharti Airtel	3329117	10.03	173732590	19.71	177061707	19.36	88.79
Reliance	1262055	3.80	148119743	16.81	149381798	16.33	64.58
Vodafone		0.00	145916175	16.56	145916175	15.95	82.79
BSNL	23543403	70.94	96195424	10.91	119738827	13.09	52.23
Tata	1365225	4.11	87836112	9.97	89201337	9.75	50.73
Idea		0.00	101819392	11.55	101819392	11.13	92.03
Aircel/ Dishnet		0.00	60284402	6.84	60284402	6.59	55.32
Uninor		0.00	32319519	3.67	32319519	3.53	58.53
Sistema	46026	0.14	14015996	1.59	14062022	1.54	48.07
MTNL	3447199	10.39	5615235	0.64	9062434	0.99	35.99
Videocon		0.00	6068531	0.69	6068531	0.66	39.63
Loop Telecom		0.00	3211039	0.36	3211039	0.35	41.59
S-Tel		0.00	3541298	0.40	3541298	0.39	35.09
HFCL Infotel	196602	0.59	1158856	0.13	1355458	0.15	46.04
Etisalat/ Allianz		0.00	1566266	0.18	1566266	0.17	27.57
Total	33189627	100	881400578	100	914590205	100	71.04
TELE DENSITY							
Urban	6.97		159.96		166.93		
Rural	0.94		35.82		36.76		
Overall	2.76		73.27		76.03		

Broadband = 12.98 million

Source:

TRAI Press Release

dated 8th December, 2011

HIGHLIGHTS

- ❖ **In Wireless (GSM+CDMA) segment**, monthly growth marginally declined to 77.88 lac in October'11 compared to September'11. Top three performers in net Wireless Subscribers addition in Oct'11 are: Uninor (26.65 lac), Idea (16.39 lac) & Reliance (10.32 lac). BSNL added 4 lac. Worst loser is Tata (9.38 lac), followed by Videocon (2 lac) & HFCL (65K).
- ❖ **Amongst BSNL Circles**, Tamil Nadu (including Chennai) recorded highest Wireless Subscribers' growth of 1.8 lac in Oct.'11 followed by Kerala (1.5 lac), Andhra Pradesh (1.1 lac) & Karnataka (99K). Six Circles posted negative growth in Oct.'11 viz. Bihar (1.6 lac), MP (1 lac), Maharashtra (89K), Haryana (50K), UP-E (30K) & UP-W (7K). **In VLR position of Oct.'11**, J&K Circle tops with 65.76%, followed by Andhra Pradesh- 64.98%, Kerala- 63.93% & Maharashtra- 63.60%. Kolkata TD continues to occupy the last position with 34.13%.
- ❖ **VLR – Visitor Location Register** shows the actual number of active Wireless telephones. In October 2011, VLR report indicated that only 71.04% (62.62 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 seven months' figures : 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%.

Analyst: Mihir Dasgupta, Kolkata, 26.12.2011

Growth of Telephone Connections in India during 1 month from September to October 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)				
	Sep'11	Oct'11	Growth in 1 month	Rate of Growth %	Sep'11	Oct'11	Growth in 1 month	Rate of Growth %	Sep'11	Oct'11	Growth in 1 month	Rate of Growth %	%-ge w.r.t. Total Growth
Bharti	3328321	3329117	796	0.02	172782771	173732590	949819	0.55	176111092	177061707	950615	0.54	12.40
Reliance	1260796	1262055	1259	0.10	147087187	148119743	1032556	0.70	148347983	149381798	1033815	0.70	13.49
Vodafone			0		144992235	145916175	923940	0.64	144992235	145916175	923940	0.64	12.05
BSNL	23677812	23543403	-134409	-0.57	95794542	96195424	400882	0.42	119472354	119738827	266473	0.22	3.48
Tata	1359072	1365225	6153	0.45	88773733	87836112	-937621	-1.06	90132805	89201337	-931468	-1.03	-12.15
Idea			0		100180376	101819392	1639016	1.64	100180376	101819392	1639016	1.64	21.38
Aircel			0		59794921	60284402	489481	0.82	59794921	60284402	489481	0.82	6.39
Uninor			0		29654304	32319519	2665215	8.99	29654304	32319519	2665215	8.99	34.77
Sistema	44835	46026	1191	2.66	13266499	14015996	749497	5.65	13311334	14062022	750688	5.64	9.79
MTNL	3445241	3447199	1958	0.06	5583447	5615235	31788	0.57	9028688	9062434	33746	0.37	0.44
Videocon			0		6269281	6068531	-200750	-3.20	6269281	6068531	-200750	-3.20	-2.62
Loop			0		3196879	3211039	14160	0.44	3196879	3211039	14160	0.44	0.18
S-Tel			0		3496394	3541298	44904	1.28	3496394	3541298	44904	1.28	0.59
HFCL	196383	196602	219		1224483	1158856	-65627	-5.36	1420866	1355458	-65408	-4.60	-0.85
Etisalat			0		1515808	1566266	50458	3.33	1515808	1566266	50458	3.33	0.66
Total	33312460	33189627	-122833	-0.37	873612860	881400578	7787718	0.89	906925320	914590205	7664885	0.85	100.00
Tele Density:	2.77	2.76	-0.01	-0.36	72.70	73.27	0.57	0.78	75.48	76.03	0.55	0.73	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 26.12.2011

Growth of Telephone Connections in India during 7 months from March to October 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	Oct'11	Growth in 7 months	Rate of Growth	Mar'11	Oct'11	Growth in 7 months	Rate of Growth	Mar'11	Oct'11	Growth in 7 months	Rate of Growth	%-ge w.r.t. Total Growth
Bharti	3295919	3329117	33198	1.01	162203480	173732590	11529110	7.11	165499399	177061707	11562308	6.99	16.94
Reliance	1234191	1262055	27864	2.26	135718541	148119743	12401202	9.14	136952732	149381798	12429066	9.08	18.21
Vodafone			0		134569706	145916175	11346469	8.43	134569706	145916175	11346469	8.43	16.62
BSNL	25224905	23543403	-1681502	-6.67	91834126	96195424	4361298	4.75	117059031	119738827	2679796	2.29	3.93
Tata	1282437	1365225	82788	6.46	89138713	87836112	-1302601	-1.46	90421150	89201337	-1219813	-1.35	-1.79
Idea			0		89503318	101819392	12316074	13.76	89503318	101819392	12316074	13.76	18.04
Aircel			0		54843290	60284402	5441112	9.92	54843290	60284402	5441112	9.92	7.97
Uninor			0		22792141	32319519	9527378	41.80	22792141	32319519	9527378	41.80	13.96
Sistema	38440	46026	7586	19.73	10056934	14015996	3959062	39.37	10095374	14062022	3966648	39.29	5.81
MTNL	3463969	3447199	-16770	-0.48	5473081	5615235	142154	2.60	8937050	9062434	125384	1.40	0.18
Videocon			0		7105960	6068531	-1037429	-14.60	7105960	6068531	-1037429	-14.60	-1.52
Loop			0		3094204	3211039	116835	3.78	3094204	3211039	116835	3.78	0.17
S-Tel			0		2820891	3541298	720407	25.54	2820891	3541298	720407	25.54	1.06
HFCL	189900	196602	6702		1466637	1158856	-307781	-20.99	1656537	1355458	-301079	-18.18	-0.44
Etisalat			0		968079	1566266	598187	61.79	968079	1566266	598187	61.79	0.88
Total	34729761	33189627	-1540134	-4.43	811589101	881400578	69811477	8.60	846318862	914590205	68271343	8.07	100.00
Tele Density:	2.91	2.76	-0.15	-5.15	67.98	73.27	5.29	7.78	70.89	76.03	5.14	7.25	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 26.12.2011

Growth of Telephone Connections in Calcutta Circle from March to October 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 Oct'11
	Mar'11	Oct'11	Growth in 7 months	Rate of Growth	Mar'11	Oct'11	Growth in 7 months	Rate of Growth	Mar'11	Oct'11	Growth in 7 months	Rate of Growth	Current Market Share %	
BSNL	1199651	1152256	-47395	-3.95	2487240	2362759	-124481	-5.00	3686891	3515015	-171876	-4.66	13.84	34.13%
Bharti	89286	91682	2396	2.68	3618140	3755512	137372	3.80	3707426	3847194	139768	3.77	15.14	81.76%
Reliance	86145	82663	-3482	-4.04	4907637	5474238	566601	11.55	4993782	5556901	563119	11.28	21.87	62.38%
Vodafone	0	0	0		4278094	4445700	167606	3.92	4278094	4445700	167606	3.92	17.50	79.71%
Tata	26072	29761	3689	14.15	3361778	3218064	-143714	-4.27	3387850	3247825	-140025	-4.13	12.78	59.65%
Aircel	0	0	0		1760820	1708540	-52280	-2.97	1760820	1708540	-52280	-2.97	6.73	53.02%
Idea	0	0	0		895129	921387	26258	2.93	895129	921387	26258	2.93	3.63	85.55%
Uninor	0	0	0		1249336	1421628	172292	13.79	1249336	1421628	172292	13.79	5.60	56.92%
Sistema	0	0	0		654386	738272	83886	12.82	654386	738272	83886	12.82	2.91	57.45%
Loop	0	0	0		829	1859	1030	124.25	829	1859	1030	124.25	0.01	2.53%
Videocon	0	0	0		0	696	696		0	696	696		0.00	
Total	1401154	1356362	-44792	-3.20	23213389	24048655	835266	3.60	24614543	25405017	790474	3.21		65.21%

Growth of Telephone Connections in West Bengal Telecom Circle from March to October 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 Oct'11
	Mar'11	Oct'11	Growth in 7 months	Rate of Growth	Mar'11	Oct'11	Growth in 7 months	Rate of Growth	Mar'11	Oct'11	Growth in 7 months	Rate of Growth	Current Market Share %	
BSNL	750854	694255	-56599	-7.54	3320571	3520934	200363	6.03	4071425	4215189	143764	3.53	9.52	49.01%
Bharti	0	0	0		8441216	8911088	469872	5.57	8441216	8911088	469872	5.57	20.13	80.73%
Reliance	2290	2293	3	0.13	6574662	7362284	787622	11.98	6576952	7364577	787625	11.98	16.64	70.18%
Vodafone	0	0	0		10419784	11398352	978568	9.39	10419784	11398352	978568	9.39	25.75	87.22%
Tata	4229	5370	1141	26.98	3110169	3100892	-9277	-0.30	3114398	3106262	-8136	-0.26	7.02	36.50%
Aircel	0	0	0		2835911	3051352	215441	7.60	2835911	3051352	215441	7.60	6.89	50.93%
Idea	0	0	0		1744965	1601812	-143153	-8.20	1744965	1601812	-143153	-8.20	3.62	82.35%
Uninor	0	0	0		2000259	3029911	1029652	51.48	2000259	3029911	1029652	51.48	6.84	57.73%
Sistema	0	0	0		1202285	1570598	368313	30.63	1202285	1570598	368313	30.63	3.55	64.91%
Videocon	0	0	0		11695	20172	8477	72.48	11695	20172	8477	72.48	0.05	3.56%
Total	757373	701918	-55455	-7.32	39661517	43567395	3905878	9.85	40418890	44269313	3850423	9.53		71.04%

Analyst: Mihir Dasgupta, Kolkata, 26.12.2011

Source: TRAI