

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

SERVICE PROVIDER COMPANY	WIREFLINE		WIRELESS		TOTAL		Wireless VLR Proportion %
	Number	Market Share %	Number	Market Share %	Number	Market Share %	
Bharti Airtel	3328321	9.99	172782771	19.78	176111092	19.42	88.60
Reliance	1260796	3.78	147087187	16.84	148347983	16.36	63.48
Vodafone		0.00	144992235	16.60	144992235	15.99	81.22
BSNL	23677812	71.08	95794542	10.97	119472354	13.17	54.67
Tata	1359072	4.08	88773733	10.16	90132805	9.94	50.27
Idea		0.00	100180376	11.47	100180376	11.05	91.03
Aircel/ Dishnet		0.00	59794921	6.84	59794921	6.59	54.66
Uninor		0.00	29654304	3.39	29654304	3.27	61.00
Sistema	44835	0.13	13266499	1.52	13311334	1.47	48.71
MTNL	3445241	10.34	5583447	0.64	9028688	1.00	35.92
Videocon		0.00	6269281	0.72	6269281	0.69	39.37
Loop Telecom		0.00	3196879	0.37	3196879	0.35	42.00
S-Tel		0.00	3496394	0.40	3496394	0.39	37.53
HFCL Infotel	196383	0.59	1224483	0.14	1420866	0.16	44.03
Etisalat/ Allianz		0.00	1515808	0.17	1515808	0.17	29.38
Total	33312460	100	873612860	100	906925320	100	70.71
TELE DENSITY							
Urban	6.98		159.03		166.01		
Rural	0.95		35.44		36.40		
Overall	2.77		72.70		75.48		

Broadband = 12.84 million

Source:

TRAI Press Release

dated 5th December, 2011

HIGHLIGHTS

- ❖ **In Wireless (GSM+CDMA) segment**, monthly growth marginally improved to 79.04 lac in September'11, compared to August'11. Top three performers in net Wireless Subscribers addition in Sep'11 are: Uninor (19.16 lac), Idea (17.39 lac) & Reliance (10.2 lac). BSNL added 3.83 lac. Worst loser is HFCL (2.21 lac), followed by Videocon 1.13 lac.
- ❖ **Amongst BSNL Circles**, Andhra Pradesh again recorded highest Wireless Subscribers' growth of 2.4 lac in Sep.'11 followed by Tamil Nadu (including Chennai) 2 lac, Kerala 1.9 lac & Karnataka 1 lac. Nine Circles posted negative growth in Sep.'11 viz. Maharashtra (2.6 lac), Haryana (61k), Bihar (51k), Rajasthan (40k), J&K (25k), MP (20k), Punjab (19k), Assam (8k) & UP-W (4k). **In VLR position of Sep.'11**, Andhra Pradesh Circle tops with 95.73%, followed by J&K- 66.59%, Kerala- 63.96% & Maharashtra- 63.52%. Kolkata TD continues to occupy the last position with 34.77%.
- ❖ **VLR – Visitor Location Register** shows the actual number of active Wireless telephones. In September 2011, VLR report indicated that only 70.71% (61.78 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 six 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%.

Analyst: Mihir Dasgupta, Kolkata, 06.12.2011

Growth of Telephone Connections in India during 1 month from August to September 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)				
	Aug'11	Sep'11	Growth in 1 month	Rate of Growth %	Aug'11	Sep'11	Growth in 1 month	Rate of Growth %	Aug'11	Sep'11	Growth in 1 month	Rate of Growth %	%-ge w.r.t. Total Growth
Bharti	3327797	3328321	524	0.02	171846824	172782771	935947	0.54	175174621	176111092	936471	0.53	13.10
Reliance	1255289	1260796	5507	0.44	146066926	147087187	1020261	0.70	147322215	148347983	1025768	0.70	14.35
Vodafone			0		144144031	144992235	848204	0.59	144144031	144992235	848204	0.59	11.86
BSNL	24453818	23677812	-776006	-3.17	95411079	95794542	383463	0.40	119864897	119472354	-392543	-0.33	-5.49
Tata	1345601	1359072	13471	1.00	88555271	88773733	218462	0.25	89900872	90132805	231933	0.26	3.24
Idea			0		98441714	100180376	1738662	1.77	98441714	100180376	1738662	1.77	24.32
Aircel			0		59191661	59794921	603260	1.02	59191661	59794921	603260	1.02	8.44
Uninor			0		27738154	29654304	1916150	6.91	27738154	29654304	1916150	6.91	26.80
Sistema	43479	44835	1356	3.12	12835938	13266499	430561	3.35	12879417	13311334	431917	3.35	6.04
MTNL	3446216	3445241	-975	-0.03	5555087	5583447	28360	0.51	9001303	9028688	27385	0.30	0.38
Videocon			0		6382493	6269281	-113212	-1.77	6382493	6269281	-113212	-1.77	-1.58
Loop			0		3181967	3196879	14912	0.47	3181967	3196879	14912	0.47	0.21
S-Tel			0		3433988	3496394	62406	1.82	3433988	3496394	62406	1.82	0.87
HFCL	195137	196383	1246		1445751	1224483	-221268	-15.30	1640888	1420866	-220022	-13.41	-3.08
Etisalat			0		1477495	1515808	38313	2.59	1477495	1515808	38313	2.59	0.54
Total	34067337	33312460	-754877	-2.22	865708379	873612860	7904481	0.91	899775716	906925320	7149604	0.79	100.00
Tele Density:	2.84	2.77	-0.07	-2.46	72.12	72.70	0.58	0.80	74.96	75.48	0.52	0.69	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 06.12.2011

Growth of Telephone Connections in India during 6 months from March to September 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)				% -ge w.r.t. Total Growth
	Mar'11	Sep'11	Growth in 6 months	Rate of Growth	Mar'11	Sep'11	Growth in 6 months	Rate of Growth	Mar'11	Sep'11	Growth in 6 months	Rate of Growth	
Bharti	3295919	3328321	32402	0.98	162203480	172782771	10579291	6.52	165499399	176111092	10611693	6.41	17.51
Reliance	1234191	1260796	26605	2.16	135718541	147087187	11368646	8.38	136952732	148347983	11395251	8.32	18.80
Vodafone			0		134569706	144992235	10422529	7.75	134569706	144992235	10422529	7.75	17.20
BSNL	25224905	23677812	-1547093	-6.13	91834126	95794542	3960416	4.31	117059031	119472354	2413323	2.06	3.98
Tata	1282437	1359072	76635	5.98	89138713	88773733	-364980	-0.41	90421150	90132805	-288345	-0.32	-0.48
Idea			0		89503318	100180376	10677058	11.93	89503318	100180376	10677058	11.93	17.62
Aircel			0		54843290	59794921	4951631	9.03	54843290	59794921	4951631	9.03	8.17
Uninor			0		22792141	29654304	6862163	30.11	22792141	29654304	6862163	30.11	11.32
Sistema	38440	44835	6395	16.64	10056934	13266499	3209565	31.91	10095374	13311334	3215960	31.86	5.31
MTNL	3463969	3445241	-18728	-0.54	5473081	5583447	110366	2.02	8937050	9028688	91638	1.03	0.15
Videocon			0		7105960	6269281	-836679	-11.77	7105960	6269281	-836679	-11.77	-1.38
Loop			0		3094204	3196879	102675	3.32	3094204	3196879	102675	3.32	0.17
S-Tel			0		2820891	3496394	675503	23.95	2820891	3496394	675503	23.95	1.11
HFCL	189900	196383	6483		1466637	1224483	-242154	-16.51	1656537	1420866	-235671	-14.23	-0.39
Etisalat			0		968079	1515808	547729	56.58	968079	1515808	547729	56.58	0.90
Total	34729761	33312460	-1417301	-4.08	811589101	873612860	62023759	7.64	846318862	906925320	60606458	7.16	100.00
Tele-Density:	2.91	2.77	-0.14	-4.81	67.98	72.70	4.72	6.94	70.89	75.48	4.59	6.47	

Source: TRAI

Analyst: Mihir Dasgupta, Kolkata, 06.12.2011

Growth of Telephone Connections in Calcutta Circle from March to September 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 Sept'11
	Mar'11	Sept'11	Growth in 6 months	Rate of Growth	Mar'11	Sept'11	Growth in 6 months	Rate of Growth	Mar'11	Sept'11	Growth in 6 months	Rate of Growth	Current Market Share %	
BSNL	1199651	1156722	-42929	-3.58	2487240	2353269	-133971	-5.39	3686891	3509991	-176900	-4.80	13.89	34.77%
Bharti	89286	91660	2374	2.66	3618140	3745605	127465	3.52	3707426	3837265	129839	3.50	15.18	85.77%
Reliance	86145	83095	-3050	-3.54	4907637	5431818	524181	10.68	4993782	5514913	521131	10.44	21.82	61.82%
Vodafone	0	0	0		4278094	4440616	162522	3.80	4278094	4440616	162522	3.80	17.57	78.80%
Tata	26072	29763	3691	14.16	3361778	3229645	-132133	-3.93	3387850	3259408	-128442	-3.79	12.89	59.71%
Aircel	0	0	0		1760820	1682576	-78244	-4.44	1760820	1682576	-78244	-4.44	6.66	51.37%
Idea	0	0	0		895129	940631	45502	5.08	895129	940631	45502	5.08	3.72	81.76%
Uninor	0	0	0		1249336	1387354	138018	11.05	1249336	1387354	138018	11.05	5.49	58.59%
Sistema	0	0	0		654386	704287	49901	7.63	654386	704287	49901	7.63	2.79	60.13%
Loop	0	0	0		829	1744	915	110.37	829	1744	915	110.37	0.01	2.92%
Videocon	0	0	0		0	10	10		0	10	10		0.00	
Total	1401154	1361240	-39914	-2.85	23213389	23917555	704166	3.03	24614543	25278795	664252	2.70		65.58%

Growth of Telephone Connections in West Bengal Telecom Circle from March to September 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 Sept'11
	Mar'11	Sept'11	Growth in 6 months	Rate of Growth	Mar'11	Sept'11	Growth in 6 months	Rate of Growth	Mar'11	Sept'11	Growth in 6 months	Rate of Growth	Current Market Share %	
BSNL	750854	697173	-53681	-7.15	3320571	3463778	143207	4.31	4071425	4160951	89526	2.20	9.51	48.44%
Bharti	0	0	0		8441216	8902960	461744	5.47	8441216	8902960	461744	5.47	20.35	79.50%
Reliance	2290	2398	108	4.72	6574662	7338441	763779	11.62	6576952	7340839	763887	11.61	16.78	66.24%
Vodafone	0	0	0		10419784	11301041	881257	8.46	10419784	11301041	881257	8.46	25.84	87.03%
Tata	4229	5543	1314	31.07	3110169	3108046	-2123	-0.07	3114398	3113589	-809	-0.03	7.12	36.77%
Aircel	0	0	0		2835911	3068223	232312	8.19	2835911	3068223	232312	8.19	7.01	47.25%
Idea	0	0	0		1744965	1623403	-121562	-6.97	1744965	1623403	-121562	-6.97	3.71	74.86%
Uninor	0	0	0		2000259	2696791	696532	34.82	2000259	2696791	696532	34.82	6.17	61.37%
Sistema	0	0	0		1202285	1513072	310787	25.85	1202285	1513072	310787	25.85	3.46	65.24%
Videocon	0	0	0		11695	19520	7825	66.91	11695	19520	7825	66.91	0.04	9.12%
Total	757373	705114	-52259	-6.90	39661517	43035275	3373758	8.51	40418890	43740389	3321499	8.22		69.49%

Analyst: Mihir Dasgupta, Kolkata, 06.12.2011

Source: TRAI

