



WEST BENGAL TELECOM CIRCLE

Brief of Press Meet on 11th October 2019

"BSNL means Value for Money with No hidden cost"

A.) Consumer Mobility [Mobile]:

- a. SIM Connection: SIM connection in West Bengal Telecom Circle has almost doubled (189%) in this Financial Year (Q1 + Q2). [This year 2,45,908 compared to last year 1,29,988]
- b. MNP Ratio: MNP Port-in vs Port-out ratio is the highest in entire East India. The Port IN figures are much more than Port Out figures.
- c. Number of Retailers have been increased by more than 15% w.r.t. last year.
- d. 4G Service: 4G service has been launched in WBTC at Gangtok. Siliguri has almost completed the installation process. In rest of the West Bengal Telecom Circle, 4G will be started after availability of 4G spectrum.
- e. New BTS Installation: About 2000 new BTS has been installed, making the total number of BTS count in WBTC is above 4200. Total Capex involved is Rs. 224 Cr.
- f. Total Voice Traffic has increased by more than 24% on (YoY) basis. Data usage has increased by 133%.

B.) Enterprise Business (EB):

- a. BSNL is providing Customized, Corporate ICT requirement in terms of Leased Line, Complete converged solutions like Voice CUG between Landline / Mobile, Data Centre, Dark Fiber to Cable TV operators, High Speed Data Services, Bulk Push SMS, Space Rentals and Satellite Phone Services etc. BSNL is catering service to Govt. of West Bengal (SWAN Project), State Electricity Board, All the Banks, Defense and all the major industries through Leased Line connectivity. Customers can get Bandwidth on demand. At present WBTC is running more than 8200 circuits (an increase of 15% year-on-year basis).
- b. NOFN (National Optical Fiber Network): 1932 Gram Panchayets (GP) have been connected with this network, covering all the 266 Blocks (including Sikkim). More than 8100km of Optical Fiber Network has been laid. Total budget involved is Rs.289 Cr.
- c. BSNL is having presence of Optical Fibre Network of 8 Lakhs KM in all nooks & corners of the country. In West Bengal (including Sikkim) itself, the OFC network is more than 24,000 KM.


C.) Consumer Fixed Access:

- a. Next Generation Network (NGN): For Landline / Broadband connection Next Generation Network (NGN) has been deployed throughout BSNL including West Bengal Telecom Circle (West Bengal and Sikkim). Almost all the C-DOT Exchanges have been migrated (859 Nos.). High capacity exchanges have also been migrated (63Nos.) and the balance (112 Nos.) are in progress of migration. Total cost involved is around Rs.32 Cr.
- b. Core Network: Core Network up-gradation under West Bengal Telecom has been done with CAPEX investment of Rs 11 Crores to enhance the Transmission Network in terms of reliability and many advanced features.
- c. FTTH (Fiber To The Home): High speed Broadband through fiber known as Bharat Fiber is gaining momentum. Every month we are getting huge connections. BSNL has partnered with Local Cable Operators and Channel Partners in various districts on Revenue Sharing Basis. Presently 16 numbers of such operators are working. More are willing to join with BSNL. The investment is very attractive in view of high speed data demand.
- d. WiFi Hot Spots (at Rural areas and Tourist Places): BSNL is providing rural WiFi Hotspots in various places and presently more than 600 numbers of Hotspots have been commissioned. Balance about 350 locations are going to be commissioned very soon. Total CAPEX involved is Rs.6 Cr. excluding backhaul charges.

D.) Financials:

- a. BSNL's AGR grew 27.94% sequentially to Rs 2,598.61 Crore in June 2019 quarter against Rs 2,031.07 Crore in March 2019 quarter as per TRAI report. BSNL topped the growth rate amongst all operators.
- b. Revenue has also been increased by 12% up to Sept 2019. CM Revenue has increased by 5% and Enterprise Business Revenue has increased manifolds.
- c. Go Green initiatives have been implemented and customers can avail discount on their bills. Around 50,000 customers has availed this facility.

Above activities have been narrated by CGM, WBTC, which shows that BSNL is in positive growth trajectory. The news came in the social media and some other channels regarding close down of BSNL is fake and not to rely on any such news.


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