

**GOVERNMENT OF INDIA  
MINISTRY OF COMMUNICATIONS  
DEPARTMENT OF TELECOMMUNICATIONS**

**RAJYA SABHA  
UNSTARRED QUESTION NO. 1187  
TO BE ANSWERED ON 27<sup>TH</sup> JULY, 2018**

**ZERO TARIFF VOICE AND DATA PLAN BY A TELECOM OPERATOR**

1187. SHRI AKHILESH PRASAD SINGH:

Will the Minister of COMMUNICATIONS be pleased to state:

- (a) whether a new telecom player has introduced zero tariff voice and data plan to the customers, if so, the details thereof;
- (b) whether Government has inquired into the matter to check any violation of guidelines of the TRAI and spectrum allocation;
- (c) if so, the outcome thereof and the reaction of Government thereto;
- (d) whether such a move by the company has a negative impact on the business of telecom companies, including both the telecom PSUs, BSNL and MTNL; and
- (e) if so, the details thereof and the action taken by Government in this regard?

ANSWER

**THE MINISTER OF STATE (IC) OF THE MINISTRY OF COMMUNICATIONS &  
MINISTER OF STATE IN THE MINISTRY OF RAILWAYS  
(SHRI MANOJ SINHA)**

- (a) As per existing tariff framework, tariff for mobile services is under for bearance except for National Roaming service and Unstructured Supplementary Service Data (USSD). Telecom Service Providers (TSPs) have flexibility to design and offer tariff as per prevalent market environment, subject to the condition that these tariffs have to be consistent with the regulatory framework and principles. Currently, all TSPs are offering the bundled services which include voice and data at very competitive prices.
- (b) No enquiry has been made by the government since the tariff is under forbearance.
- (c) The question does not arise in view of (b), above.
- (d) & (e) The fall in tariff due to competition has impacted the businesses of all telecom companies including those of Public Sector Undertakings (PSUs), Bharat Sanchar Nigam Limited (BSNL) and Mahanagar Telephone Nigam Limited (MTNL). There is perceptible revenue drop from mobile services of the PSUs. The details of the same for the last three financial years are placed as **Annexure-I**. However, as per the details of market share of private TSPs and PSUs in respect of total subscriber base placed as **Annexure-II**, there is marginal increase in subscriber base of the PSUs as compared to private TSPs.

Further, PSUs are offering competitive tariff based on the market conditions. PSUs have also drawn a comprehensive framework for augmentation/ upgradation of their network in all spheres viz. wireless network, wireline network, data network, backhaul network and bandwidth augmentation with aggressive and innovative customer centric initiatives to retain/ enhance the market share.

**ANNEXURE-I**

**Revenue of GSM Mobile Service of the PSUs for the last three financial years**

<b>S.No.</b>	<b>Financial Year</b>	<b>Revenue of GSM Mobile Service of BSNL (in Rs., crore)</b>	<b>Revenue of GSM Mobile Service of MTNL (in Rs., crore)</b>
1.	2015-16	11261.25	604.34
2.	2016-17	11271.95	531.06
3.	2017-18	7147.05	310.31

**ANNEXURE-II**

**Trend of Market Share of Private TSPs and PSUs in respect of  
Total Telephone Subscriber Base**

<b>As on</b>	<b>Private TSPs (%)</b>	<b>PSUs (%)</b>
31.03.2016	89.78	10.22
30.06.2016	89.54	10.46
30.09.2016	89.32	10.68
31.12.2016	89.79	10.21
31.03.2017	89.81	10.19
30.06.2017	89.72	10.28
30.09.2017	89.59	10.41
31.12.2017	89.31	10.69
31.03.2018	89.15	10.85

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