

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

**LOK SABHA  
UNSTARRED QUESTION NO. 3548  
TO BE ANSWERED ON 17<sup>TH</sup> MARCH, 2021**

**MARKET SHARE OF TSPS**

3548. DR. SANJEEV KUMAR SINGARI:

Will the Minister of COMMUNICATIONS be pleased to state:

- (a) the market share of Telecom Service Providers (TSPs) in the country in terms of landline, mobile and FTH services, TSP-wise;
- (b) whether BSNL has taken any steps to increase its market share and if so, the details thereof; and
- (c) the staff strength of BSNL when compared with other private TSPs?

ANSWER

**MINISTER OF STATE FOR COMMUNICATIONS, EDUCATION AND  
ELECTRONICS & INFORMATION TECHNOLOGY  
(SHRI SANJAY DHOTRE)**

(a) The market share of Telecom Service Providers (TSP) in the country in terms of landline and mobile as on 31.01.2021 is given at **Annexure-I**. For FTTH (Fiber to The Home) services, TSP-wise market share as on 31.12.2020 is given at **Annexure- II**.

(b) The steps taken by BSNL to increase its market share are as under:

1. Competitive new tariff plans to provide affordable services to customers.
2. One time promotional sales incentive scheme for cluster partners for the sale of Landline/ Broadband connections on copper.
3. Addition of new channel partners and providing attractive incentive schemes to existing channel partners and monitoring their performance
4. Engaging channel partners for rolling out FTTH services in country
5. Bulk close use group (CUG) activation through channel partners.
6. Agreement with OTT (Over the Top) Platforms like Eros Now, Lokdhun, etc.
7. Introduction of Digital know your customers (D-KYC) process for new SIM activation.
8. Installation of Next Generation Packet Aggregation Network technology based nodes for better and faster aggregation of Data traffic.
9. Strengthening the broadband core network.
10. Installation of 100000 numbers of 4G nodes.

(c) The staff strength of BSNL as compared with other private TSPs is given at **Annexure-III**.

**ANNEXURE-I**

Annexure referred to in reply to part (a) of Lok Sabha Unstarred Question no. 3548 to be answered on 17<sup>th</sup> March 2021 regarding Market share of TSPs.

**TSPs wise market share in landline, mobile in the country as on 31.01.2021**

Sr.No.	Telecom Service Provider	% share of Landline telephones	% share of Mobile telephones
1	BSNL	34.64	10.2
2	Bharti Airtel	23.12	29.62
3	Reliance Jio	14.7	35.31
4	MTNL	14.65	0.28
5	TATA Teleservices	8.21	0
6	VodafoneIdea	2.54	24.58
7	Reliance Communications	1.08	0.0009
8	Quadrant Televentures	1.05	0

Source: DoT

**ANNEXURE-II**

Annexure referred to in reply to part (a) of Lok Sabha Unstarred Question no. 3548 to be answered on 17<sup>th</sup> March 2021 regarding Market Share of TSPs.

**TSPs/ISP (Top 18) wise market share in FTTH services in the country as on 31.12.2020**

<b>Sl.No.</b>	<b>Service Provider</b>	<b>Market Share (in %)</b>
1	Reliance JioInfocomm Ltd	29.80
2	Bharti Airtel Ltd.	19.22
3	Bharat Sanchar Nigam Ltd.	14.82
4	Hathway Cable & Datacom Pvt. Ltd.	7.23
5	You Broadband India Pvt. Ltd.	5.27
6	Netplus Broadband Services Pvt. Ltd	4.17
7	Asianet Satellite Communications Ltd.	3.08
8	Excitel Broadband Private Limited	2.40
9	Tata Sky Broadband Private Limited	2.07
10	D-Vois Broadband Private Limited	1.94
11	Quadrant TeleventuresLtd.(HFCL Infotel Ltd.)	1.62
12	Fusionnet Web Services Pvt. Ltd.	0.81
13	GTPL KCBPL Broadband Private Limited	0.60
14	K Net Solutions Pvt. Ltd.	0.58
15	SITI Broadband Services Pvt. Ltd.	0.50
16	Mahanagar Telephone Nigam Ltd.	0.45
17	IshanNetsol Pvt Ltd	0.42
18	ESTO Broadband Pvt. Ltd.	0.35

Source: TRAI

**Annexure referred to in reply to part (c) of Lok Sabha Unstarred Question no. 3548 to be answered on 17<sup>th</sup> March 2021 regarding Market Share of TSPs.**

**Staff strength of BSNL and other private TSPs**

<b>Sr.No.</b>	<b>Telecom Service Providers</b>	<b>Staff Strength reported</b>
1	BSNL	64,946 (as on 31.01.2021)
2	VodafoneIdea Limited	Approximately 9200 (as on 31.01.2021)
3	BhartiAirtel	12786 (on roll employees) December 2020
4	Reliance Jio	More than 70,000(as on 10.03.2021)
5	Reliance Communications + Reliance Infratel Limited (RITL)	616 (Stand alone) +168 ( as on 28.02.2021)
6	TATA Tele Business Services	1592 (as on 28.02.2021)
7	Quadrant Televentures	1072 (on roll employees as on 10.03.2021)

Source: BSNL, TSPs

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