

To
Shri Kuldeep Goyal
CMD, BSNL
Bharat Sanchar Bhawan
New Delhi-110001

Sub: **Decline in BSNL market share and losing the 1st position to Bharti Airtel**

Sir,

Kindly recall our earlier discussion with regard to the development and expansion of BSNL, wherein we have mentioned that a situation is arising, where due to inability of BSNL to give connections, it is going to be downgraded to 2nd position among the telecom companies. Unfortunately, it has come true as can be seen from the statistics released by TRAI in its website. As on 31st July 2008, Bharti Airtel tops the list with 74.5 million lines, where as BSNL has gone down to 2nd position with 73.2 million.

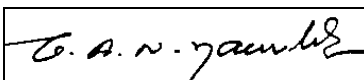
You had assured last time that all efforts are being made to increase our capacity as also increase our connections by providing much more than the previous months.

I have been touring several stations/SSA during the last few months and the reports being received from our members give a very sad picture. No serious effort is made by the management in many centres to give connections or to improve the service. You will agree that the management in all places has to take the leading role so that each and every worker is motivated and the joint efforts of management and workers will bring good results. It has been amply proved where the Circle/District management has taken commendable initiative.

I am sure with your declared Vision-2010, you will give the lead and ensure that BSNL restores its position.

In this connection, we would also like to be apprised of the present position of tender for 93 million mobile lines as also the introduction of 3G lines, as 3G spectrum has been allotted to BSNL already.

Yours sincerely,



[V.A.N.Namboodiri]
General Secretary