

To

**Shri Kuldeep Goyal,
CMD, BSNL,
Bharat Sanchar Bhawan
New Delhi – 110001**

Sir,

Sub: **Development and expansion of service – drastic reduction in market share of BSNL.**

Kindly recall our discussion earlier on the above subject. During the meeting on 27th June, you expressed your hope that BSNL will be increasing its expansion and market share with a target of 30% in the near future.

But the TRAI Press Release dated 26th June, 2008 on the Telecom Subscribers base in India gives a completely contrary picture of market share of BSNL as can be seen from below.

Company	Wireline	Wireless(#)	Total (Overall)	Market Share (%)		
				Wireline	Wireless	Overall
BSNL (April)	31297816	41262160	72559976	79.82	15.32	23.52
BSNL (May)	31074063	41577760	72651823	79.57	14.96	22.92

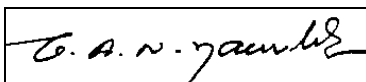
Our market share in Wireline had gone down from 79.82% to 79.57% with a surrender of 2,23,753 lines. In the wireless segment, the improvement is only of 3,156,00 where as Bharti Airtel, Reliance, Vodafone and Tata have increased by 24,555,01, 16,341,72, 16,86,438 and 7,00,953 respectively. Even Idea with presence in limited circles has increased additional lines to the extent of 11,00,996.

BSNL is still No.1 company with a total market share (both wireline and wireless) of 23.52%, with Bharti Airtel just behind with a tally of 21.62%. If the present declining trend continues, there is no doubt that within 2 months, BSNL will lose its prime position which it held till now, to Bharti Airtel.

While I fully appreciate your efforts to bring BSNL to its earlier prime position, with your vision 2010, I am constrained to point out that the time is passing out for BSNL. Not only plans are to be chalked out, but they have to be implemented with determination, dedication and with high aggressiveness to survive in the present highly competitive market. Our union is in full support of the developmental plans, but unhappy that the same seriousness and sincerity is not seen at the implementation levels.

The wake up alarm is already there. I hope you will take immediate necessary action to ensure that BSNL advances and does not decline.

Yours sincerely,



**(V.A.N.Namboodiri)
General Secretary**