

**GOVERNMENT OF INDIA
COMMUNICATIONS AND INFORMATION TECHNOLOGY
LOK SABHA**

UNSTARRED QUESTION NO:3135

ANSWERED ON:29.11.2010

REVENUE COLLECTION BY BSNL AND MTNL

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Will the Minister of COMMUNICATIONS AND INFORMATION TECHNOLOGY be pleased to state:

- (a) the revenue collected by Bharat Sanchar Nigam Limited (BSNL) and Mahanagar Telephone Nigam Limited (MTNL) during the last three years and the current year;
- (b) whether the said revenue collection is declining;
- (c) if so, the reasons therefor; and
- (d) the steps taken by the Government to increase the revenue collection?

Answer

THE MINISTER OF STATE IN THE MINISTRY OF COMMUNICATIONS AND INFORMATION TECHNOLOGY (SHRI SACHIN PILOT)

(a) The revenue collected by Bharat Sanchar Nigam Limited (BSNL) during the last three years and the current year is as given below:-

Financial year	2007-08	2008-09	2009-10	2010-11
				(upto September 2010)

Amount (Rs. Crores) 32842.30 30169.42 27913.44 13823.96#

The revenue collected by Mahanagar Telephone Nigam Limited (MTNL) during the last three years and the current year is as given below:-

Financial year	2007-08	2008-09	2009-10	2010-11
				(upto September 2010)

Amount (Rs. Crores) 4096.64 3808.82 3285.76 1877.84#

(Provisional/unaudited figures)

(b) Yes, Madam.

(c) There has been decline in revenue due to churn of Fixed line subscribers and fall in Average Revenue Per User (ARPU), as there has been reduction in tariff by both BSNL and MTNL caused by the prevailing intense competition in the market.

(d) BSNL has restructured its organization and strengthened its marketing, sales and distribution channels. It is also making efforts to improve Customer Care. BSNL is laying emphasis on Value Added Services and other streams like 3G, Broadband and Data Centre Services for increasing revenue. BSNL is leveraging Information Technology for improving its overall efficiency including that of revenue. BSNL is also endeavoring to tap enterprise market by directly approaching high calling customers.

MTNL has launched many new services like 3G, 3G Data Card, Internet Protocol Television (IPTV), Voice Over Internet Protocol (VOIP) and Removable User Interface Module (RUIM) cards etc. for enhancing its revenue. New schemes have been introduced for existing service for attracting more customers. MTNL is also looking at new streams of revenue through sharing of infrastructure of Wi-Max & 3G.