

### Summary

#### Trends of Indian Telecom Industry for January 2020

- 1) Total subscriber base at 1,177 million; YoY de-growth of 2.2%, MoM increase of 0.4%
- 2) Overall tele-density declines to 87.4%; Urban tele-density at 144.2%, rural tele-density at 58.0%
- 3) Wireless subscriber base increases to 1,156 million; YoY decline of 2%; MoM growth of 0.4%
- 4) Active wireless subscriber base at 986 million; YoY de-growth of 3.5%; MoM growth of 0.4%
- 5) Bharti Airtel leads the market with active wireless subscriber market share of 32.0%, followed by Reliance Jio at 31.4% and Vodafone Idea at 30.1%
- 6) Urban wireless subscriber base at 644.5 million; YoY decline of 1.5%; MoM growth of 0.1%
- 7) Rural wireless subscriber base at 511.9 million; YoY decline of 3%; MoM growth of 0.9%
- 8) Wireline subscriber base at 20.6 million; YoY decline of 5.6%; BSNL/MTNL continue to be the market leader
- 9) Broadband subscriber base at 673.4 million; strong YoY growth of 25%
- 10) For September 2019 quarter, total minutes on network grew 11.5% YoY, while MoU per subscriber grew by 10.4% YoY.
- 11) For September 2019 quarter, data subscriber base and per subscriber usage continued to report healthy YoY growth

#### Revenue trends for Indian Telecom Industry for quarter ending September 2019

- 1) Total AGR at Rs. 38,417 crore; YoY growth of 13%
- 2) RJio continues to lead the market with a revenue market share of 33.6%, followed by Bharti at 30.5% and Vodafone Idea at 25.7%

#### Contacts:

**Sabyasachi Majumdar**

+91 124 4545 304

[sabyasachi@icraindia.com](mailto:sabyasachi@icraindia.com)

**Anupama Arora**

+91 124 4545 303

[anupama@icraindia.com](mailto:anupama@icraindia.com)

**Ankit Jain**

+91 124 4545 865

[ankit.jain@icraindia.com](mailto:ankit.jain@icraindia.com)

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## Business Contacts

Mr. L. Shivakumar  
E-mail: shivakumar@icraindia.com  
Tel: +91 22 6114 3406 / +91 98210 86490

Mr. Jayanta Chatterjee  
E-mail: jayantac@icraindia.com  
Tel: +91 80 4332 6401/ +91 98450 22459

## Media and Public Relations

Ms. Naznin Prodhani  
E-mail: communications@icraindia.com  
Tel: +91 124 4545 860

### Registered Office:

1105, Kailash Building, 11th Floor,  
26, Kasturba Gandhi Marg,  
New Delhi - 110 001  
Tel: + 91 11 2335 7940-45

### Corporate Office:

Building No.8, 2nd Floor,  
Tower A, DLF Cyber City Phase II,  
Gurgaon- 122 002  
Tel: +91 124 4545300

### Ahmedabad

1809-1811, Shapath V,  
Opposite Karnavati Club  
S.G. Highway, Ahmedabad - 380015  
Tel: +91 79 4027 1500/01

### Bengaluru 1

'The Millenia', Tower- B, Unit No. 1004,  
10th Floor, 1 & 2 Murphy Road,  
Bengaluru - 560 008  
Tel: +91 80 4332 6400

### Bengaluru 2

2nd Floor, Vayudooth Chamber,  
15-16, Trinity Circle, M.G. Road,  
Bengaluru - 560 001  
Tel: +91 80 4922 5500

### Chennai

5th Floor, Karumuttu Centre,  
634, Anna Salai, Nandanam  
Chennai - 600 035  
Tel: +91 44 4596 4300

### Hyderabad 1

No. 7-1-58, 301, 3rd Floor, 'CONCOURSE',  
Above SBI-HPS Branch, Ameerpet,  
Hyderabad - 500 016  
Tel: +91 40 4920 0200

### Hyderabad 2

4A, 4th Floor, SHOBHAN,  
6-3-927, A&B Somajiguda,  
Raj Bhavan Road,  
Hyderabad - 500082  
Tel: +91 40 40676500

### Kolkata

A-10 & 11, 3rd Floor,  
FMC Fortuna 234/3A,  
A.J.C. Bose Road,  
Kolkata -700 020  
Tel: +91 33 7150 1100/01

### Mumbai

3rd Floor, Electric Mansion  
Appasaheb Marathe Marg,  
Prabhadevi,  
Mumbai - 400 025  
Tel: +91 22 6169 3300

### Pune

5A, 5th Floor, Symphony,  
S. No. 210 CTS 3202 Range Hills Road,  
Shivajinagar, Pune - 411 020  
Tel: +91 20 2556 0194, 020 6606 9999

Email: info@icraindia.com

Helpdesk: 9354738909

Website: www.icra.in/ www.icraresearch.in

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