

**GOVERNMENT OF INDIA**  
**MINISTRY OF COMMUNICATION AND INFORMATION TECHNOLOGY**  
**RAJYA SABHA**  
**UNSTARRED QUESTION NO-372**

**ANSWERED ON-26.02.2016**

Plan to turn BSNL profitable

372 . Dr. K.P. Ramalingam

- (a) whether BSNL aims to increase its revenue by almost 50 per cent to Rs 42,000 crore in next four years as part of its plan to turnaround the loss making firm by 2018-19;
- (b) whether BSNL has prepared a detailed plan to turn profitable in 2018-19;
- (c) whether the target set by BSNL is to increase its revenue from Rs 28,999 crore now to Rs 42,000 crore in 2018-19 to turn profitable;
- (d) whether, as of now, BSNL is paying salaries to its staff and managing operational maintenance expenses from its own resources; and
- (e) if so, the details thereof?

**ANSWER**

THE MINISTER OF COMMUNICATIONS AND INFORMATION TECHNOLOGY  
(SHRI RAVI SHANKAR PRASAD)

(a) to (e) Revenue of Bharat Sanchar Nigam Limited (BSNL) during the last financial year (2014-15) was Rs. 28,645 crores. Being a commercial organization, it is constant endeavor of BSNL to compete in the market, increase its revenue and make profits. BSNL expects to turn profitable in next four years or so for which BSNL is taking several steps like augmentation of mobile network as part of its Phase-VII Project to create additional capacity of 15 million lines, setting up Wi-fi hotspots on revenue share basis, introducing free night calling tariff plans for wireline, introduction of free national roaming on pan-India basis for mobile customers etc to attract more customers. Government has also assigned new projects to BSNL such as Comprehensive Telecom Development Plan for the North-Eastern Region for provision of mobile services in uncovered villages in Arunachal Pradesh and two districts of Assam at estimated project cost of Rs. 1975.38 crore, implementation of Transmission-Media Plan for North Eastern Region at an estimated cost of Rs.295.97 crores, Implementation of providing mobile connectivity in 2199 identified locations in Left Wing Extremism (LWE) affected areas at an estimated cost of Rs. 3567.58 crores and implementation of Comprehensive Telecom Development plan for Andaman & Nicobar Islands and Lakshadweep Islands through augmentation of satellite connectivity/bandwidth at an estimated cost of Rs. 99.03 crores etc, which will support BSNL in additional revenue generation.

In addition, due to continuous efforts of BSNL, it has also achieved the following:-

- income from services has increased by 4.16% in 2014-15 as compared to previous financial year.
- Till June, 2015 the average monthly gross mobile connections used to be in the range of 8 lacks. From July, 2015 this has gone up to an average of 15 lacks.
- BSNL has reversed the trend of operating loss and earned operating profit of Rs.672 crores in FY 2014-15.

- BSNL has obtained mobile number portability (MNP) positive in the months of July, August, September, 2015 and January, 2016.
- BSNL has launched various customer centric initiatives like Night free calling, Free Roaming, increased minimum speed of broadband to 2 Mbps etc.

As of now BSNL is paying salaries to its staff and managing operational maintenance expenses from its own resources.

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