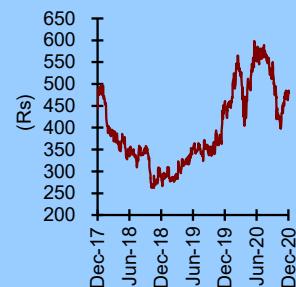


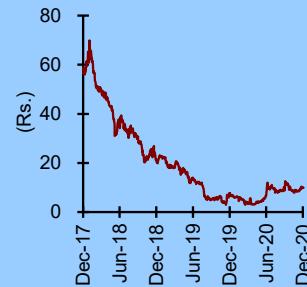
Telecom

Subscriber data for
Sep'20

Bharti Airtel



Vodafone Idea



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INDIA

Subscriber watch

RJio losing MBB subs market share

The Telecom Regulatory Authority of India (TRAI) has released its monthly data on subscribers (subs) and MNP (mobile number portability) for Sep'20. Industry-active subs rose by 1.0mn with Bharti Airtel (Bharti) leading the net add with 3.8mn subs. Mobile broadband subs addition stood at 9.5mn, with highest addition again for Bharti at 7mn. Bharti's MBB subs market share rose 75bps to 26.4% while RJio's dipped 60bps to 51.4% on active basis. Wired broadband addition accelerated for RJio with net add of 0.27mn to total of 1.5mn; however it still accounts for only 42% of incremental net adds. MNP churn remains high at 0.8% and we see Bharti poised to gain from it.

Industry-active subs rose by 1.0mn (up 0.1% MoM)

- Industry-active subs base expanded by 1.0mn (up 0.1% MoM, down 0.3% YoY) to 958mn. Active subs have started to grow again after the impact of lockdown and SIM consolidation. We still see scope for some more SIM consolidation, which could be triggered by another tariff hike, but the quantum could be much lower in our view.
- RJio's active subs rose by only 0.7mn to 319mn in Sep'20 (7.8mn in Q2FY21). Its subs addition has been much lower than its historic average post the tariff hike in Nov'19 (charging outgoing voice calls). Total subs addition has been subdued at 1.5mn. Active subs, as a percentage of total subs, dipped slightly to 78.8%.
- Bharti's active subs increased by 3.8mn to 316mn, which was entirely driven by total subs net adds, which indicates improving quality of subs addition.
- VIL's active subs continued to decline; it fell by 3.5mn resulting in an active subs base of 261mn in Sep'20. Total subs base shrunk by 4.7mn.
- RJio's active subs market share was largely flat at 33.2% MoM, Bharti's was at 33.0% (up 35bps MoM) and VIL's dipped 40bps MoM to 27.2%.

Industry MBB (mobile broadband) subs rose 9.5mn led by strong growth for Bharti

- Industrywide MBB subs rose by 9.5mn to 705mn in Sep'20. The growth was led by strong net add for Bharti at 7.0mn. RJio's net add has been losing steam, and this may also hasten the launch of low-end smartphone.
- RJio's MBB subs base grew by only 1.5mn to 404mn. Adjusted for inactive subs, its MBB market share stood at 51.4% (down 60bps MoM) while Bharti's was 26.4% (up 75bps MoM) and VIL's 19.4% (down 30bps MoM).
- VIL's MBB subs dipped by 0.1mn to 120mn, which continues to disappoint.

RJio's wired broadband subs increased by 0.27mn to 1.5mn

- Wired broadband subs net add came at 0.65mn MoM to 21.1mn (3.2% MoM and 11.1% YoY growth) in Sep'20. RJio's market share under this parameter improved to 7.2% (up 110bps MoM), which was helped by cut in base price to Rs399 and offer of unlimited data even in base plan. Bharti's was a bit lower at 12.3%. Others (local service providers) continued to lead net add at 0.34mn in Sep'20.

Industry MNP churn rate at 0.8%

- Industry porting was high at 8.5mn in Sep'20. MNP churn rate rose to 0.8% (vs 0.5% pre-Covid).

Active subs: Industry add 1.0mn subs

Active subscribers, or visitor location register (VLR), is a temporary database of subs who have roamed into the particular area that an operator serves. Each BTS is served by exactly one VLR, hence the unique registration. The VLR data is calculated on the basis of active subs in VLR on the date of peak VLR of a particular month for which the data is being collected. This data is collected from switches having a purge time of not more than 72 hours.

Table 1: Active subscriber base

Subs (mn)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	MoM (%)	YoY (%)
Bharti Airtel	303	310	313	315	313	314	315	307	307	311	310	313	316	1.2	4.6
VIL	302	302	299	298	297	294	294	280	277	273	269	265	261	(1.3)	(13.6)
Reliance Jio	290	304	302	305	310	311	314	306	313	310	313	318	318	0.2	9.8
BSNL/MTNL	66	66	65	66	66	67	67	65	64	64	63	63	62	(0.1)	(5.1)
Total	961	981	979	983	986	987	989	958	961	958	956	957	958	0.1	(0.3)

Source: I-Sec research, TRAI

Table 2: Active subscriber market share

%	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	31.5	31.5	32.0	32.0	31.7	31.9	31.9	32.1	32.0	32.4	32.5	32.7	33.0	36 bp	152 bp
VIL	31.5	30.8	30.5	30.3	30.1	29.8	29.7	29.2	28.8	28.5	28.2	27.6	27.3	-39 bp	-423 bp
Reliance Jio	30.2	31.0	30.8	31.0	31.4	31.5	31.7	32.0	32.5	32.4	32.7	33.2	33.2	4 bp	304 bp
BSNL/MTNL	6.8	6.7	6.7	6.7	6.7	6.8	6.7	6.7	6.7	6.7	6.6	6.5	6.5	-2 bp	-33 bp

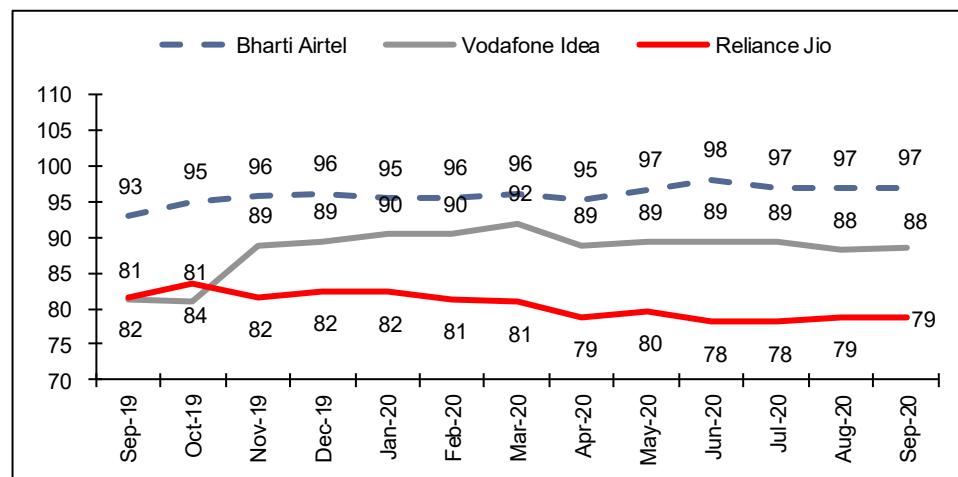
Source: I-Sec research, TRAI

Table 3: Active subscriber net adds

(mn, MoM)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Bharti Airtel	(3.5)	6.8	3.7	1.4	(1.7)	1.5	0.9	(8.0)	(0.2)	3.7	(0.4)	2.3	3.8
VIL	(5.9)	(0.7)	(3.1)	(1.1)	(0.3)	(2.8)	(0.8)	(14.1)	(2.8)	(3.7)	(3.8)	(4.5)	(3.5)
Reliance Jio	0.5	14.4	(2.4)	3.0	4.9	1.3	2.5	(7.2)	6.2	(2.1)	2.5	4.6	0.7
BSNL/MTNL	(0.5)	(0.1)	(0.3)	0.2	0.9	0.4	(0.3)	(2.0)	(0.3)	(0.6)	(0.4)	(0.8)	(0.1)
Total	(9.4)	20.3	(2.1)	3.5	3.8	0.4	2.3	(31.3)	2.9	(2.8)	(2.1)	1.6	1.0

Source: I-Sec research, TRAI

Chart 1: Active subscriber as a percentage of total subscribers



Source: I-Sec research, TRAI

Mobile broadband subscribers: Industry net add was 9.5mn

Table 4: Mobile broadband subscriber-base ($\geq 512\text{kbps}$ download)

Subs (mn)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	MoM (%)	YoY (%)
Bharti Airtel	125	130	138	138	142	144	146	142	144	149	153	156	163	4.5	30.3
VIL	112	116	120	118	118	118	117	111	113	116	115	120	120	(0.1)	6.8
Reliance Jio	355	364	370	370	377	383	388	389	393	397	401	403	404	0.4	13.8
Others	13	14	14	16	17	17	17	14	14	15	15	16	17	7.0	31.8
Total	606	624	642	642	654	661	668	657	664	678	685	695	705	1.4	16.3

Source: I-Sec research, TRAI

Table 5: Mobile broadband subscriber market share

%	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	20.7	20.9	21.4	21.5	21.8	21.7	21.9	21.7	21.6	22.0	22.4	22.5	23.2	69 bp	249 bp
VIL	18.5	18.5	18.7	18.4	18.0	17.9	17.6	17.0	17.0	17.2	16.8	17.3	17.0	-24 bp	-151 bp
Reliance Jio	58.6	58.3	57.7	57.6	57.6	57.9	58.0	59.3	59.2	58.6	58.5	57.9	57.4	-57 bp	-127 bp
Others	2.2	2.2	2.2	2.5	2.6	2.5	2.5	2.1	2.2	2.3	2.2	2.3	2.4	13 bp	29 bp

Source: I-Sec research, TRAI

Table 6: Mobile broadband subscriber net adds

(mn, mom)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Bharti Airtel	1.1	5.0	7.1	0.5	4.4	1.3	2.4	(3.8)	1.2	5.3	4.4	3.2	7.0
VIL	1.1	3.6	4.1	(1.4)	(0.5)	0.3	(0.8)	(6.1)	1.7	3.4	(1.2)	4.6	(0.1)
Reliance Jio	7.0	9.1	5.6	0.1	6.6	6.3	4.7	1.6	3.7	4.5	3.6	1.9	1.5
Others	0.1	0.8	0.4	1.5	1.1	(0.1)	(0.1)	(2.9)	0.7	0.8	0.1	0.7	1.1
Total	9.3	18.6	17.1	0.7	11.5	7.7	6.2	(11.2)	7.3	14.0	6.9	10.4	9.5

Source: I-Sec research, TRAI

Table 7: MBB subscriber market share on active basis

%	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Bharti Airtel	23.2	23.1	24.0	23.9	24.3	24.4	24.6	24.8	24.6	25.2	25.7	25.6	26.4
VIL	20.8	20.5	20.9	20.5	20.1	20.0	19.8	19.4	19.4	19.7	19.3	19.7	19.4
Reliance Jio	53.6	53.9	52.6	52.8	52.8	52.8	52.8	53.4	53.6	52.5	52.4	52.1	51.4
Others	2.4	2.5	2.5	2.7	2.9	2.8	2.8	2.4	2.5	2.6	2.6	2.6	2.8
Total	100												

Source: I-Sec research, TRAI

Total subscriber base

Table 8: Total subscriber base

Subs (mn)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	MoM (%)	YoY (%)
Bharti Airtel	326	326	327	327	328	329	328	323	318	317	320	323	327	1.2	0.3
VIL	372	373	336	333	329	326	319	315	310	305	301	300	295	(1.6)	(20.7)
Reliance Jio	355	364	370	370	377	383	388	389	393	397	401	403	404	0.4	13.8
BSNL/MTNL	120	121	121	121	123	123	123	123	123	122	122	122	122	0.1	1.6
Total	1,174	1,183	1,155	1,151	1,156	1,161	1,158	1,150	1,144	1,141	1,144	1,148	1,149	0.1	(2.1)

Source: I-Sec research, TRAI

Table 9: Total subscriber market share

%	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	27.7	27.5	28.3	28.4	28.4	28.4	28.3	28.1	27.8	27.8	28.0	28.1	28.4	31 bp	70 bp
Vodafone Idea	31.7	31.5	29.1	28.9	28.4	28.0	27.6	27.4	27.1	26.7	26.3	26.1	25.7	-42 bp	-601 bp
Reliance Jio	30.3	30.8	32.0	32.1	32.6	33.0	33.5	33.8	34.3	34.8	35.0	35.1	35.2	11 bp	492 bp
BSNL/MTNL	10.3	10.2	10.5	10.6	10.6	10.6	10.6	10.7	10.8	10.7	10.7	10.7	10.7	0 bp	39 bp

Source: I-Sec research, TRAI

Table 10: Total subscriber net adds

(mn, mom)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Bharti Airtel	(2.4)	0.1	1.7	(0.0)	0.9	0.9	(1.3)	(5.3)	(4.7)	(1.1)	3.3	2.9	3.8
VIL	(2.6)	0.2	(36.4)	(3.6)	(3.6)	(3.5)	(6.4)	(4.5)	(4.7)	(4.8)	(3.7)	(1.2)	(4.7)
Reliance Jio	7.0	9.1	5.6	0.1	6.6	6.3	4.7	1.6	3.7	4.5	3.6	1.9	1.5
BSNL/MTNL	0.7	0.3	0.3	0.4	1.2	0.4	0.1	(0.0)	0.2	(1.7)	0.4	0.2	0.1
Total	2.8	9.7	(28.8)	(3.2)	5.0	4.1	(2.8)	(8.2)	(5.6)	(3.2)	3.5	3.7	0.7

Source: I-Sec research, TRAI

Rural subscribers

Table 11: Rural subscriber base

Subs (mn)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	MoM (%)	YoY (%)
Bharti Airtel	138	142	145	145	148	150	153	156	153	151	152	153	154	0.8	11.2
VIL	194	193	174	172	171	168	167	164	168	166	165	163	160	(1.8)	(17.2)
Reliance Jio	143	148	151	152	156	159	161	162	164	166	168	169	170	0.6	19.0
Others	40	37	37	37	38	40	38	38	38	38	38	38	38	0.2	(3.9)
Total	515	520	507	507	512	517	519	520	524	522	523	523	522	(0.1)	1.5

Source: I-Sec research, TRAI

Table 12: Rural subscriber market share

%	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	26.9	27.2	28.5	28.7	28.9	29.1	29.5	30.0	29.2	29.0	29.1	29.2	29.4	28 bp	256 bp
VIL	37.6	37.1	34.3	34.0	33.4	32.5	32.2	31.6	32.2	31.8	31.5	31.2	30.7	-52 bp	-694 bp
Reliance Jio	27.8	28.5	29.8	30.0	30.4	30.7	31.0	31.1	31.3	31.9	32.1	32.3	32.6	22 bp	479 bp
Others	7.7	7.2	7.4	7.4	7.4	7.8	7.3	7.3	7.3	7.3	7.3	7.3	7.3	2 bp	-42 bp
Total	6.3	5.9	(13.2)	0.2	4.4	5.4	1.9	0.8	3.6	(2.1)	1.9	(0.5)	(0.6)		

Source: I-Sec research, TRAI

Table 13: Rural subscriber net adds

(mn, mom)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Bharti Airtel	(0.1)	3.3	3.1	0.7	2.2	2.7	2.7	2.6	(2.6)	(2.1)	1.2	0.3	1.3
Vodafone Idea	0.0	(0.3)	(19.6)	(1.3)	(1.7)	(2.7)	(1.0)	(2.6)	4.0	(2.4)	(1.2)	(1.6)	(2.9)
Reliance Jio	3.5	5.2	3.2	0.9	3.5	3.1	2.2	0.8	2.1	2.4	1.8	0.9	1.0
Others	3.0	(2.3)	0.1	(0.1)	0.4	2.3	(2.0)	(0.0)	0.1	(0.1)	0.0	(0.1)	0.1
Total	6.3	5.9	(13.2)	0.2	4.4	5.4	1.9	0.8	3.6	(2.1)	1.9	(0.5)	(0.6)

Source: I-Sec research, TRAI

Wired broadband subscribers

Table 14: Wired broadband subscribers

Subs (mn)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Bharti	2.4	2.4	2.4	2.4	2.4	2.5	2.5	2.4	2.4	2.5	2.5	2.5	2.6
BSNL	8.7	8.6	8.5	8.4	8.2	8.1	8.1	8.0	7.9	7.9	7.9	7.9	7.8
RJio	-	0.8	0.8	0.9	0.8	0.8	0.9	0.9	1.0	1.1	1.2	1.3	1.5
Hathway	0.9	0.9	0.9	0.9	0.9	0.9	1.0	1.0	1.0	1.0	1.0	1.0	1.1
Others	7.1	6.4	6.5	6.6	6.7	6.7	6.8	6.7	7.1	7.4	7.6	7.8	8.2
Total	19.0	19.1	19.1	19.1	19.1	19.1	19.2	19.0	19.4	19.8	20.1	20.5	21.1

Source: I-Sec research, TRAI

Table 15: Wired broadband subscriber market share (%)

Subs (mn)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Bharti	12.7	12.6	12.6	12.6	12.7	12.8	12.9	12.8	12.4	12.5	12.4	12.4	12.3
BSNL	45.7	45.2	44.5	43.8	43.1	42.5	42.1	41.9	40.9	39.9	39.0	38.3	36.9
RJio	-	4.1	4.3	4.5	4.4	4.4	4.5	4.7	5.0	5.3	5.8	6.1	7.2
Hathway	4.5	4.6	4.6	4.7	4.8	4.9	5.1	5.1	5.0	5.0	5.0	5.0	5.0
Others	37.1	33.5	34.0	34.3	34.9	35.3	35.4	35.4	36.6	37.3	37.8	38.2	38.6
Total	100.0												

Source: I-Sec research, TRAI

Table 16: Wired broadband subscriber net adds

Subs (mn)	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Bharti	-	(0.01)	0.01	0.01	0.01	0.02	0.02	(0.03)	(0.03)	0.06	0.02	0.04	0.07
BSNL	(0.10)	(0.07)	(0.11)	(0.12)	(0.16)	(0.12)	(0.03)	(0.11)	(0.04)	(0.03)	(0.04)	(0.01)	(0.05)
RJio	-	0.79	0.04	0.03	(0.02)	-	0.03	0.03	0.07	0.09	0.10	0.09	0.27
Hathway	0.01	0.01	0.01	0.02	0.02	0.02	0.03	-	-	0.02	0.02	0.02	0.02
Others	0.78	(0.65)	0.10	0.07	0.09	0.07	0.06	(0.05)	0.36	0.30	0.21	0.20	0.34
Total	0.69	0.07	0.05	0.01	(0.06)	(0.01)	0.11	(0.16)	0.36	0.44	0.31	0.34	0.65

Source: I-Sec research, TRAI

Table 17: Circle-wise active subscribers for each operator in Sep'20

Circles (subs mn)	Bharti	VIL	RJio	Other	Total
Metros					
Delhi	13.8	12.3	13.6	0.3	39.9
Mumbai	6.7	8.1	7.2	0.4	22.4
Kolkata	5.5	6.1	7.7	1.0	20.4
A' Circle					
Maharashtra	16.7	31.2	29.1	3.9	80.8
Gujarat	10.4	23.0	18.4	2.9	54.7
A.P.	28.5	15.0	22.2	5.9	71.7
Karnataka	26.8	8.9	15.1	3.8	54.7
T.N.	24.3	17.4	18.2	7.7	67.6
B' Circle					
Kerala	6.0	16.4	7.4	7.2	37.0
Punjab	10.1	7.7	9.3	2.3	29.4
Haryana	5.2	7.3	6.2	1.8	20.5
U.P.(W)	15.4	18.6	15.2	2.5	51.6
U.P.(E)	32.3	22.7	26.3	4.2	85.5
Rajasthan	20.0	11.4	19.1	2.8	53.3
M.P.	13.7	19.0	28.0	2.9	63.6
W.B.	14.5	16.8	17.5	1.9	50.7
C' Circle					
H.P.	3.4	0.7	2.7	1.1	7.9
Bihar	33.1	11.3	29.9	2.7	76.9
Odisha	11.1	2.5	11.9	4.0	29.4
Assam	8.4	3.1	6.9	1.4	19.9
N.E.	5.2	1.3	3.3	0.9	10.7
J&K	5.4	0.4	3.2	0.7	9.8
Pan-India	316.5	261.2	318.3	62.4	958.4

Source: I-Sec research, TRAI

Table 18: Circle-wise active subscriber market share for each operator in Sep'20

Circles (%)	Bharti	VIL	RJio	Other
Metros				
Delhi	34.6	30.7	34.0	0.6
Mumbai	30.0	36.0	32.2	1.8
Kolkata	27.0	30.1	37.7	5.1
A' Circle				
Maharashtra	20.6	38.6	35.9	4.8
Gujarat	19.0	42.2	33.6	5.2
A.P.	39.8	20.9	31.0	8.3
Karnataka	49.0	16.3	27.6	7.0
T.N.	35.9	25.7	27.0	11.4
B' Circle				
Kerala	16.2	44.3	20.0	19.5
Punjab	34.3	26.2	31.7	7.8
Haryana	25.4	35.4	30.3	8.9
U.P.(W)	29.8	36.0	29.4	4.8
U.P.(E)	37.8	26.6	30.7	4.9
Rajasthan	37.5	21.3	35.9	5.3
M.P.	21.6	29.9	44.0	4.6
W.B.	28.6	33.1	34.5	3.7
C' Circle				
H.P.	42.5	9.1	34.4	14.0
Bihar	43.0	14.6	38.8	3.5
Odisha	37.9	8.4	40.3	13.4
Assam	42.2	15.8	34.7	7.2
N.E.	48.6	12.4	30.5	8.4
J&K	55.2	4.5	32.9	7.4
Pan-India	33.0	27.3	33.2	6.5

Source: I-Sec research, TRAI

Table 19: Circle-wise active subscriber market share for each operator in Aug'20

Circles (%)	Bharti	VIL	RJio	Other
Metros				
Delhi	34.0	31.1	34.3	0.6
Mumbai	29.0	37.0	32.2	1.8
Kolkata	26.8	30.3	37.9	5.0
A' Circle				
Maharashtra	20.1	39.7	35.3	4.9
Gujarat	18.2	42.7	33.7	5.3
A.P.	39.5	21.2	30.9	8.4
Karnataka	49.0	16.8	27.1	7.1
T.N.	35.7	26.2	26.4	11.7
B' Circle				
Kerala	15.9	44.7	19.7	19.7
Punjab	34.3	26.6	31.2	7.9
Haryana	24.4	36.4	30.3	9.0
U.P.(W)	28.5	36.9	30.0	4.6
U.P.(E)	37.5	27.1	30.6	4.8
Rajasthan	37.0	21.7	36.0	5.3
M.P.	21.1	30.3	44.0	4.6
W.B.	28.9	33.0	34.4	3.7
C' Circle				
H.P.	42.7	9.2	33.9	14.3
Bihar	42.3	14.8	39.5	3.4
Odisha	38.1	8.5	40.0	13.4
Assam	42.0	16.1	34.6	7.3
N.E.	48.4	12.6	30.6	8.4
J&K	55.6	4.6	32.4	7.4
Pan-India	32.7	27.6	33.2	6.5

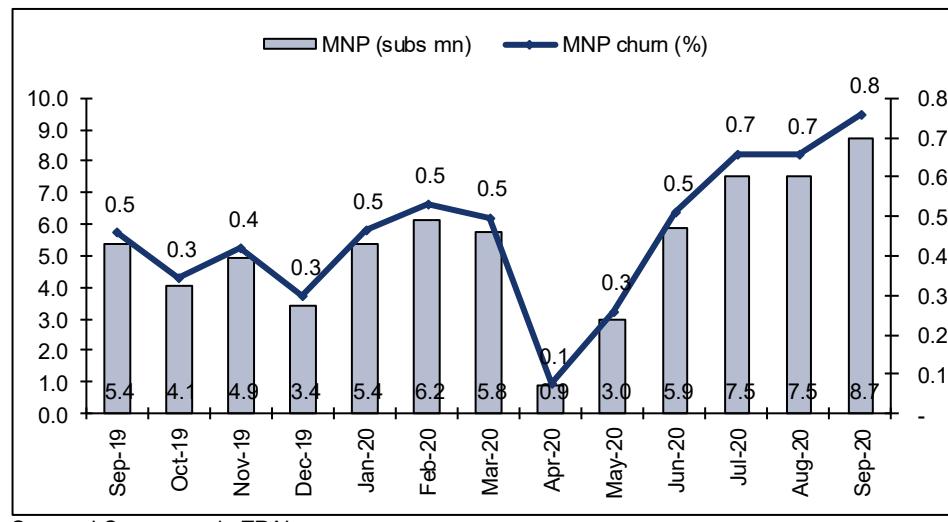
Source: I-Sec research, TRAI

Table 20: Circle-wise active subscriber market share for each operator in Sep'19

Circles (%)	Bharti	VIL	RJio	Other
Metros				
Delhi	31.1	35.2	32.8	0.9
Mumbai	25.5	36.9	35.7	1.6
Kolkata	27.1	32.9	35.2	4.2
A' Circle				
Maharashtra	18.1	46.9	30.4	4.6
Gujarat	17.9	45.4	31.4	5.3
A.P.	37.9	23.5	29.9	8.7
Karnataka	46.6	19.8	26.1	7.5
T.N.	34.2	29.1	24.4	12.3
B' Circle				
Kerala	14.5	49.0	16.1	20.4
Punjab	33.3	28.0	30.7	8.0
Haryana	21.8	40.7	28.3	9.2
U.P.(W)	25.3	42.7	27.1	5.0
U.P.(E)	36.2	30.2	28.0	5.6
Rajasthan	37.4	23.9	33.5	5.2
M.P.	21.9	35.1	38.0	5.0
W.B.	30.4	36.8	29.3	3.6
C' Circle				
H.P.	41.7	12.2	30.6	15.6
Bihar	44.1	17.7	34.4	3.8
Odisha	39.4	11.8	34.1	14.7
Assam	40.3	20.2	31.9	7.6
N.E.	47.7	14.9	27.3	10.1
J&K	51.4	8.7	29.1	10.8
Pan-India	31.5	31.5	30.2	6.8

Source: I-Sec research, TRAI

Chart 2: MNP churn rose to 0.8%



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