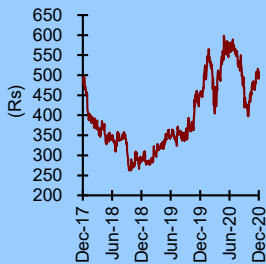


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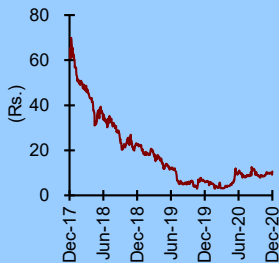
Telecom

Subscriber data for Oct'20

Bharti Airtel



Vodafone Idea



Research Analysts:

Sanjesh Jain

sanjesh.jain@icicisecurities.com
+91 22 6637 7153

Sameer Pardikar

sameer.pardikar@icicisecurities.com
+91 22 2277 7637

INDIA



Subscriber watch

Bharti regains #1 operator spot by active subs

The Telecom Regulatory Authority of India (TRAI) has released its monthly data on subscribers (subs) and MNP (mobile number portability) for Oct'20. Industry-active subs rose by 2.5mn with Bharti Airtel (Bharti) leading net add with 3.0mn subs. Mobile broadband subs addition stood at 8.1mn, with highest addition again for Bharti at 4.1mn. Bharti's MBB subs market share rose 37bps MoM to 26.8% while RJio's dipped 40bps to 51% on active basis. Bharti has regained market leader position by active subs. MNP churn remains high at 0.8% and we see Bharti poised to gain from it.

Industry-active subs rose by 2.5mn

- Industry-active subs base expanded by 2.5mn to 961mn. Sub addition has benefited from vanishing impact of SIM consolidation triggered from tariff hike.
- RJio's active subs rose by only 1.1mn to 319mn in Oct'20 (14.9mn in Q3FY20). Its subs addition has been muted compared to historic average post the tariff hike in Nov'19 (charging outgoing voice calls). Total subs addition has also been subdued at 2.2mn. Active subs, as a percentage of total subs, dipped slightly to 78.6% (84% in Oct'19). It has lost highest subs in its largest circle Bihar (dip 2.1mn MoM).
- Bharti's active subs rose 3.0mn to 320mn, most of which was driven by total subs net adds, thus indicating improving quality of subs addition. Bharti saw highest subs addition in its traditionally weak circles of Maharashtra (0.7mn) and Gujarat (0.5mn).
- VIL's active subs continued to decline, but at lower pace; fell 1.2mn resulting in an active subs base of 260mn in Oct'20. Total subs base shrunk by 2.7mn.
- RJio's active subs market share was largely flat at 33.2% MoM, Bharti's was at 33.3% (up 23bps MoM) and VIL's dipped 20bps MoM to 27.1%.

Industry MBB (mobile broadband) subs rose 8.1mn led by strong growth for Bharti

- Industry-wide MBB subs rose by 8.1mn to 713mn in Oct'20. The growth was led by continued strong net add for Bharti at 4.1mn. 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 2.2mn to 406mn. Adjusted for inactive subs, its MBB market share stood at 51.0% (down 40bps MoM) while Bharti's was 26.8% (up 37bps MoM) and VIL's 19.3% (down 11bps MoM).
- VIL's MBB subs rose by 0.6mn to 120.5mn, which continues to disappoint.

RJio's wired broadband subs increased by 0.18mn to 1.7mn

- Wired broadband subs net add came in at 0.39mn MoM to 21.5mn (1.8% MoM and 12.7% YoY growth) in Oct'20.
- RJio's market share under this parameter improved to 7.9% (up 71bps MoM), and net add stood at 0.18mn (vs 0.27mn in Sep'20). Bharti's net add was stable at 0.07mn; and market share improved marginally to 12.4%. Others (local service providers) continued to lead net add at 0.19mn in Oct'20.

Industry MNP churn rate at 0.8%

- Industry porting was high at 8.8mn in Oct'20. MNP churn rate was steady at 0.8% (vs 0.5% pre-Covid).

Active subs: Industry add 2.5mn 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. 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)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	MoM (%)	YoY (%)
Bharti Airtel	310	313	315	313	314	315	307	307	311	310	313	316	320	1.0	3.2
VIL	302	299	298	297	294	294	280	277	273	269	265	261	260	(0.5)	(13.8)
Reliance Jio	304	302	305	310	311	314	306	313	310	313	318	318	319	0.3	5.0
BSNL/MTNL	66	65	66	66	67	67	65	64	64	63	63	62	62	(0.6)	(5.5)
Total	981	979	983	986	987	989	958	961	958	956	957	958	961	0.3	(2.1)

Source: I-Sec research, TRAI

Table 2: Active subscriber market share

%	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	31.5	32.0	32.0	31.7	31.9	31.9	32.1	32.0	32.4	32.5	32.7	33.0	33.3	23 bp	170 bp
VIL	30.8	30.5	30.3	30.1	29.8	29.7	29.2	28.8	28.5	28.2	27.6	27.3	27.1	-20 bp	-370 bp
Reliance Jio	31.0	30.8	31.0	31.4	31.5	31.7	32.0	32.5	32.4	32.7	33.2	33.2	33.2	3 bp	223 bp
BSNL/MTNL	6.7	6.7	6.7	6.7	6.8	6.7	6.7	6.7	6.7	6.6	6.5	6.5	6.5	-6 bp	-23 bp

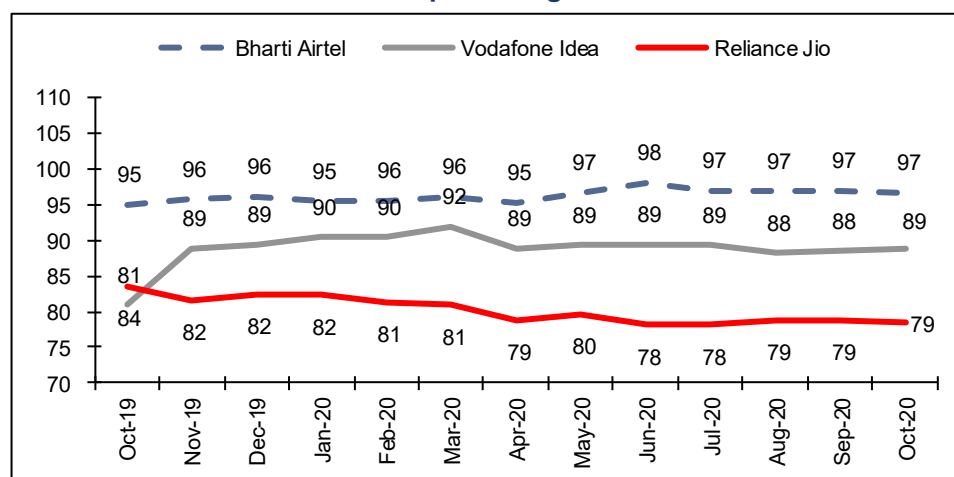
Source: I-Sec research, TRAI

Table 3: Active subscriber net adds

(mn, MoM)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20
Bharti Airtel	6.8	3.7	1.4	(1.7)	1.5	0.9	(8.0)	(0.2)	3.7	(0.4)	2.3	3.8	3.0
VIL	(0.7)	(3.1)	(1.1)	(0.3)	(2.8)	(0.8)	(14.1)	(2.8)	(3.7)	(3.8)	(4.5)	(3.5)	(1.2)
Reliance Jio	14.4	(2.4)	3.0	4.9	1.3	2.5	(7.2)	6.2	(2.1)	2.5	4.6	0.7	1.1
BSNL/MTNL	(0.1)	(0.3)	0.2	0.9	0.4	(0.3)	(2.0)	(0.3)	(0.6)	(0.4)	(0.8)	(0.1)	(0.4)
Total	20.3	(2.1)	3.5	3.8	0.4	2.3	(31.3)	2.9	(2.8)	(2.1)	1.6	1.0	2.5

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 8.1mn

Table 4: Mobile broadband subscriber-base (≥ 512kbps download)

Subs (mn)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	MoM (%)	YoY (%)
Bharti Airtel	130	138	138	142	144	146	142	144	149	153	156	163	168	2.5	28.4
VIL	116	120	118	118	118	117	111	113	116	115	120	120	120	0.5	4.1
Reliance Jio	364	370	370	377	383	388	389	393	397	401	403	404	406	0.6	11.5
Others	14	14	16	17	17	17	14	14	15	15	16	17	18	6.3	31.8
Total	624	642	642	654	661	668	657	664	678	685	695	705	713	1.1	14.1

Source: I-Sec research, TRAI

Table 5: Mobile broadband subscriber market share

%	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	20.9	21.4	21.5	21.8	21.7	21.9	21.7	21.6	22.0	22.4	22.5	23.2	23.5	32 bp	262 bp
VIL	18.5	18.7	18.4	18.0	17.9	17.6	17.0	17.0	17.2	16.8	17.3	17.0	16.9	-10 bp	-164 bp
Reliance Jio	58.3	57.7	57.6	57.6	57.9	58.0	59.3	59.2	58.6	58.5	57.9	57.4	57.0	-34 bp	-133 bp
Others	2.2	2.2	2.5	2.6	2.5	2.5	2.1	2.2	2.3	2.2	2.3	2.4	2.6	12 bp	34 bp

Source: I-Sec research, TRAI

Table 6: Mobile broadband subscriber net adds

(mn, mom)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20
Bharti Airtel	5.0	7.1	0.5	4.4	1.3	2.4	(3.8)	1.2	5.3	4.4	3.2	7.0	4.1
VIL	3.6	4.1	(1.4)	(0.5)	0.3	(0.8)	(6.1)	1.7	3.4	(1.2)	4.6	(0.1)	0.6
Reliance Jio	9.1	5.6	0.1	6.6	6.3	4.7	1.6	3.7	4.5	3.6	1.9	1.5	2.2
Others	0.8	0.4	1.5	1.1	(0.1)	(0.1)	(2.9)	0.7	0.8	0.1	0.7	1.1	1.1
Total	18.6	17.1	0.7	11.5	7.7	6.2	(11.2)	7.3	14.0	6.9	10.4	9.5	8.1

Source: I-Sec research, TRAI

Table 7: MBB subscriber market share on active basis

%	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20
Bharti Airtel	23.1	24.0	23.9	24.3	24.4	24.6	24.8	24.6	25.2	25.7	25.6	26.4	26.8
VIL	20.5	20.9	20.5	20.1	20.0	19.8	19.4	19.4	19.7	19.3	19.7	19.4	19.3
Reliance Jio	53.9	52.6	52.8	52.8	52.8	52.8	53.4	53.6	52.5	52.4	52.1	51.4	51.0
Others	2.5	2.5	2.7	2.9	2.8	2.8	2.4	2.5	2.6	2.6	2.6	2.8	2.9
Total	100	100	100	100	100	100	100	100	100	100	100	100	100

Source: I-Sec research, TRAI

Total subscriber base

Table 8: Total subscriber base

Subs (mn)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	MoM (%)	YoY (%)
Bharti Airtel	326	327	327	328	329	328	323	318	317	320	323	327	330	1.1	1.4
VIL	373	336	333	329	326	319	315	310	305	301	300	295	293	(0.9)	(21.4)
Reliance Jio	364	370	370	377	383	388	389	393	397	401	403	404	406	0.6	11.5
BSNL/MTNL	121	121	121	123	123	123	123	123	122	122	122	122	122	(0.0)	1.3
Total	1,183	1,155	1,151	1,156	1,161	1,158	1,150	1,144	1,141	1,144	1,148	1,149	1,152	0.3	(2.7)

Source: I-Sec research, TRAI

Table 9: Total subscriber market share

%	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	27.5	28.3	28.4	28.4	28.4	28.3	28.1	27.8	27.8	28.0	28.1	28.4	28.7	24 bp	116 bp
Vodafone Idea	31.5	29.1	28.9	28.4	28.0	27.6	27.4	27.1	26.7	26.3	26.1	25.7	25.4	-30 bp	-607 bp
Reliance Jio	30.8	32.0	32.1	32.6	33.0	33.5	33.8	34.3	34.8	35.0	35.1	35.2	35.3	9 bp	449 bp
BSNL/MTNL	10.2	10.5	10.6	10.6	10.6	10.6	10.7	10.8	10.7	10.7	10.7	10.7	10.6	-3 bp	42 bp

Source: I-Sec research, TRAI

Table 10: Total subscriber net adds

(mn, mom)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20
Bharti Airtel	0.1	1.7	(0.0)	0.9	0.9	(1.3)	(5.3)	(4.7)	(1.1)	3.3	2.9	3.8	3.7
VIL	0.2	(36.4)	(3.6)	(3.6)	(3.5)	(6.4)	(4.5)	(4.7)	(4.8)	(3.7)	(1.2)	(4.7)	(2.7)
Reliance Jio	9.1	5.6	0.1	6.6	6.3	4.7	1.6	3.7	4.5	3.6	1.9	1.5	2.2
BSNL/MTNL	0.3	0.3	0.4	1.2	0.4	0.1	(0.0)	0.2	(1.7)	0.4	0.2	0.1	(0.0)
Total	9.7	(28.8)	(3.2)	5.0	4.1	(2.8)	(8.2)	(5.6)	(3.2)	3.5	3.7	0.7	3.2

Source: I-Sec research, TRAI

Rural subscribers

Table 11: Rural subscriber base

Subs (mn)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	MoM (%)	YoY (%)
Bharti Airtel	142	145	145	148	150	153	156	153	151	152	153	154	156	1.4	10.1
VIL	193	174	172	171	168	167	164	168	166	165	163	160	157	(1.9)	(18.6)
Reliance Jio	148	151	152	156	159	161	162	164	166	168	169	170	171	0.7	15.6
Others	37	37	37	38	40	38	38	38	38	38	38	38	38	(0.4)	1.5
Total	520	507	507	512	517	519	520	524	522	523	523	522	523	0.0	0.4

Source: I-Sec research, TRAI

Table 12: Rural subscriber market share

%	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	27.2	28.5	28.7	28.9	29.1	29.5	30.0	29.2	29.0	29.1	29.2	29.4	29.9	41 bp	264 bp
VIL	37.1	34.3	34.0	33.4	32.5	32.2	31.6	32.2	31.8	31.5	31.2	30.7	30.1	-59 bp	-703 bp
Reliance Jio	28.5	29.8	30.0	30.4	30.7	31.0	31.1	31.3	31.9	32.1	32.3	32.6	32.8	21 bp	431 bp
Others	7.2	7.4	7.4	7.4	7.8	7.3	7.3	7.3	7.3	7.3	7.3	7.3	7.3	-3 bp	8 bp

Source: I-Sec research, TRAI

Table 13: Rural subscriber net adds

(mn, mom)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20
Bharti Airtel	3.3	3.1	0.7	2.2	2.7	2.7	2.6	(2.6)	(2.1)	1.2	0.3	1.3	2.2
Vodafone Idea	(0.3)	(19.6)	(1.3)	(1.7)	(2.7)	(1.0)	(2.6)	4.0	(2.4)	(1.2)	(1.6)	(2.9)	(3.0)
Reliance Jio	5.2	3.2	0.9	3.5	3.1	2.2	0.8	2.1	2.4	1.8	0.9	1.0	1.1
Others	(2.3)	0.1	(0.1)	0.4	2.3	(2.0)	(0.0)	0.1	(0.1)	0.0	(0.1)	0.1	(0.1)
Total	5.9	(13.2)	0.2	4.4	5.4	1.9	0.8	3.6	(2.1)	1.9	(0.5)	(0.6)	0.1

Source: I-Sec research, TRAI

Wired broadband subscribers

Table 14: Wired broadband subscribers

Subs (mn)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20
Bharti	2.4	2.4	2.4	2.4	2.5	2.5	2.4	2.4	2.5	2.5	2.5	2.6	2.7
BSNL	8.6	8.5	8.4	8.2	8.1	8.1	8.0	7.9	7.9	7.9	7.9	7.8	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	1.7
Hathway	0.9	0.9	0.9	0.9	0.9	1.0	1.0	1.0	1.0	1.0	1.0	1.1	1.1
Others	6.4	6.5	6.6	6.7	6.7	6.8	6.7	7.1	7.4	7.6	7.8	8.2	8.3
Total	19.1	19.1	19.1	19.1	19.1	19.2	19.0	19.4	19.8	20.1	20.5	21.1	21.5

Source: I-Sec research, TRAI

Table 15: Wired broadband subscriber market share (%)

Subs (mn)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20
Bharti	12.6	12.6	12.6	12.7	12.8	12.9	12.8	12.4	12.5	12.4	12.4	12.3	12.4
BSNL	45.2	44.5	43.8	43.1	42.5	42.1	41.9	40.9	39.9	39.0	38.3	36.9	36.0
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	7.9
Hathway	4.6	4.6	4.7	4.8	4.9	5.1	5.1	5.0	5.0	5.0	5.0	5.0	4.9
Others	33.5	34.0	34.3	34.9	35.3	35.4	35.4	36.6	37.3	37.8	38.2	38.6	38.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Source: I-Sec research, TRAI

Table 16: Wired broadband subscriber net adds

Subs (mn)	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-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	0.07
BSNL	(0.07)	(0.11)	(0.12)	(0.16)	(0.12)	(0.03)	(0.11)	(0.04)	(0.03)	(0.04)	(0.01)	(0.05)	(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	0.18
Hathway	0.01	0.01	0.02	0.02	0.02	0.03	-	-	0.02	0.02	0.02	0.02	-
Others	(0.65)	0.10	0.07	0.09	0.07	0.06	(0.05)	0.36	0.30	0.21	0.20	0.34	0.19
Total	0.07	0.05	0.01	(0.06)	(0.01)	0.11	(0.16)	0.36	0.44	0.31	0.34	0.65	0.39

Source: I-Sec research, TRAI

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

Circles (subs mn)	Bharti	VIL	RJio	Other	Total
Metros					
Delhi	13.9	12.3	13.9	0.3	40.4
Mumbai	6.9	8.4	7.7	0.4	23.4
Kolkata	5.6	6.2	7.9	1.1	20.6
A' Circle					
Maharashtra	17.4	31.1	28.9	3.9	81.3
Gujarat	10.9	23.2	18.8	2.8	55.7
A.P.	29.2	15.6	22.5	5.6	73.0
Karnataka	27.1	8.8	15.5	3.8	55.2
T.N.	24.5	17.5	19.0	7.6	68.6
B' Circle					
Kerala	6.2	17.0	7.6	7.2	38.0
Punjab	10.4	7.8	9.3	2.3	29.7
Haryana	5.3	7.3	6.3	1.8	20.8
U.P.(W)	15.8	18.2	15.3	2.5	51.9
U.P.(E)	32.1	21.8	25.5	4.2	83.5
Rajasthan	19.9	11.3	19.3	2.9	53.3
M.P.	13.9	18.7	27.7	2.9	63.2
W.B.	14.4	15.8	17.4	1.9	49.5
C' Circle					
H.P.	3.4	0.7	2.8	1.1	8.0
Bihar	32.6	10.9	27.8	3.6	74.9
Odisha	11.1	2.4	11.8	4.0	29.2
Assam	8.5	3.1	7.0	1.4	20.0
N.E.	5.2	1.3	3.4	0.9	10.8
J&K	5.3	0.4	3.3	0.7	9.8
Pan-India	319.5	260.0	318.4	62.9	960.9

Source: I-Sec research, TRAI

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

Circles (%)	Bharti	VIL	RJio	Other
Metros				
Delhi	34.5	30.5	34.4	0.6
Mumbai	29.4	36.0	32.9	1.7
Kolkata	26.9	29.9	38.1	5.1
A' Circle				
Maharashtra	21.4	38.3	35.6	4.8
Gujarat	19.6	41.6	33.7	5.1
A.P.	40.0	21.4	30.9	7.7
Karnataka	49.1	15.9	28.1	6.9
T.N.	35.8	25.5	27.6	11.1
B' Circle				
Kerala	16.2	44.8	20.0	19.0
Punjab	34.9	26.1	31.2	7.8
Haryana	25.7	35.1	30.5	8.8
U.P.(W)	30.5	35.1	29.6	4.8
U.P.(E)	38.4	26.1	30.5	5.1
Rajasthan	37.3	21.2	36.1	5.3
M.P.	21.9	29.6	43.9	4.6
W.B.	29.2	31.9	35.1	3.8
C' Circle				
H.P.	42.3	9.3	34.6	13.8
Bihar	43.5	14.5	37.1	4.9
Odisha	37.9	8.3	40.3	13.5
Assam	42.4	15.5	34.9	7.2
N.E.	48.4	12.3	31.1	8.3
J&K	54.4	4.6	33.7	7.4
Pan-India	33.3	27.1	33.1	6.6

Source: I-Sec research, TRAI

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

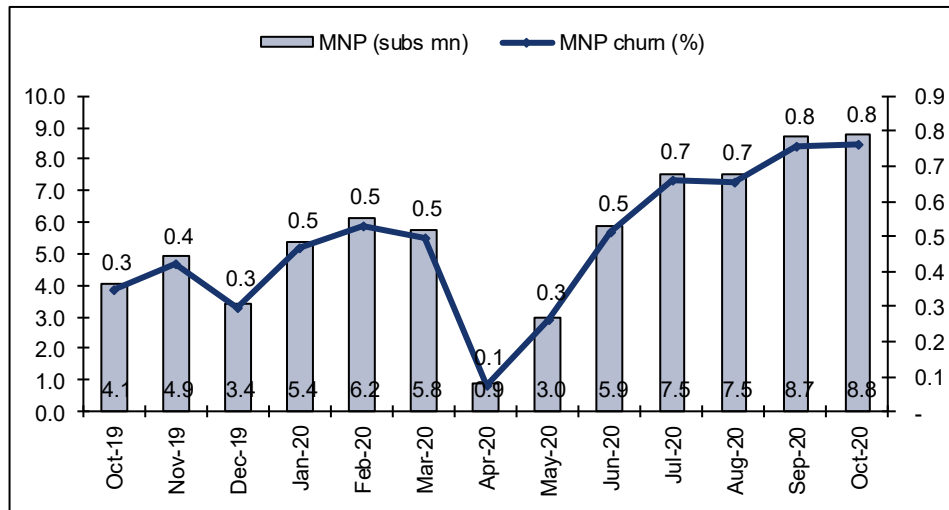
Circles (%)	Bharti	VIL	RJio	Other
Metros				
Delhi	34.6	30.7	34.0	0.6
Mumbai	30.0	36.0	32.2	1.8
Kolkata	27.0	30.1	37.7	5.1
A' Circle				
Maharashtra	20.6	38.6	35.9	4.8
Gujarat	19.0	42.2	33.6	5.2
A.P.	39.8	20.9	31.0	8.3
Karnataka	49.0	16.3	27.6	7.0
T.N.	35.9	25.7	27.0	11.4
B' Circle				
Kerala	16.2	44.3	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 20: Circle-wise active subscriber market share for each operator in Oct'19

Circles (%)	Bharti	VIL	RJio	Other
Metros				
Delhi	31.1	35.5	32.5	0.8
Mumbai	26.3	36.2	35.7	1.6
Kolkata	26.4	32.1	35.2	5.8
A' Circle				
Maharashtra	18.1	46.3	31.4	4.1
Gujarat	18.0	45.6	32.1	4.4
A.P.	38.0	22.6	30.9	8.5
Karnataka	47.5	19.5	26.4	6.5
T.N.	33.9	28.6	25.3	12.2
B' Circle				
Kerala	14.6	48.5	16.5	20.3
Punjab	33.5	27.5	31.0	8.0
Haryana	21.6	38.9	28.8	10.6
U.P.(W)	24.4	42.1	28.9	4.7
U.P.(E)	36.7	29.4	28.4	5.5
Rajasthan	37.1	23.6	34.1	5.2
M.P.	21.5	33.3	39.9	5.2
W.B.	29.8	36.2	30.4	3.5
C' Circle				
H.P.	41.2	12.0	31.3	15.5
Bihar	43.9	17.3	35.1	3.7
Odisha	39.0	11.1	35.6	14.2
Assam	40.0	19.7	32.9	7.4
N.E.	47.3	14.8	28.1	9.8
J&K	52.1	5.0	31.6	11.3
Pan-India	31.5	30.8	31.0	6.6

Source: I-Sec research, TRAI

Chart 2: MNP churn steady at 0.8%

Source: I-Sec research, TRAI

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