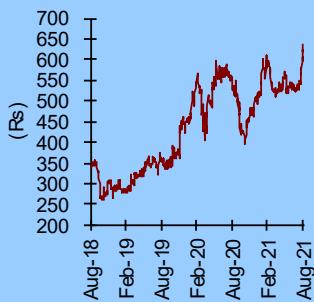


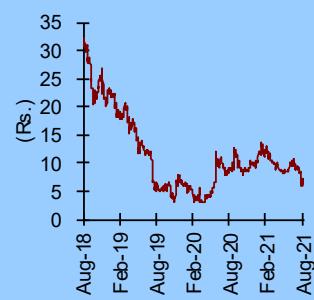
Telecom

Subscriber data for
June'21

Bharti Airtel



Vodafone Idea



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INDIA

Subscriber watch

Bharti Airtel stage good recovery

The Telecom Regulatory Authority of India (TRAI) has released its monthly data on subscribers (subs) for Jun'21. Industry-active subs rose by 1.4mn with Bharti Airtel's (Bharti) net add bouncing to 2.4mn, which however means it has not entirely recovered the loss of May'21. Reliance Jio's (RJio) net add stood at 2.4mn and we see the impact of JioPhone offer subsidizing. Industry-wide mobile broadband (MBB) subs rose by 11.1mn with Bharti's addition was at 4.3mn, which is much higher than the May'21 loss. Bharti's MBB sub market share improved by 29bps to 28.8% on active basis, while RJio's declined by 26bps to 50.6%. MNP has been high at 12.3mn with MNP churn rate at 1%. This is a worrying sign as it suggests VIL may be losing quality customers through the MNP route. Wired broadband sub add was steady for RJio at 0.22mn while Bharti's normalised at 0.13mn.

Industry-active subs dipped by 1.4mn, largely from VIL

- Industry-active sub base dipped by 1.4mn to 985mn (down 0.1% MoM, up 2.8% YoY) due to the lockdown impact on VIL and BSNL/MTNL.
- RJio's active sub base grew by 2.4mn (2.8mn in May'21) to 340mn in Jun'21, which is decelerating post its launch of the aggressively priced JioPhone offer in Mar'21.
- Bharti's active sub base expanded by 2.4mn to 344mn, which was a good recovery after the disappointing decline of 5.6mn in May'21, but it is yet to fully recover the subs it lost in May'21. Its total sub base jump 3.8mn in Jun'21.
- VIL's active subs dipped by 4.9mn (7mn in May'21) to 242mn in Jun'21. Total subs reduced by 4.3mn, which is disappointing as things will become difficult for the company if sub slippage continues.
- RJio's active sub market share improved by 29bps to 34.6% MoM, while Bharti's stood at 34.9% (down 29bps MoM) and VIL's fell 46bps MoM to 24.5%. Bharti however continues to maintain lead in active sub market share.

Industry MBB (mobile broadband) subs rose by 11.1mn

- Industry-wide MBB subs rose by 11.1mn to 769mn in Jun'21. Bharti added 4.3mn subs in this category, much more than what it lost (1.5mn) in May'21. Its average net add stood at 4.2mn per month in the 10 months before May'21.
- RJio's MBB sub base grew by 5.4mn to 437mn. Adjusted for inactive subs, its MBB market share stood at 50.6% (down 26bps MoM) while Bharti's was 28.8% (up 29bps MoM) and VIL's 18.1% (up 5bps MoM).
- VIL's MBB sub base rose by 1.8mn to 121mn, which is disappointing.

RJio's wired broadband sub add was steady at 0.2mn to a total of 3.2mn

- Wired broadband sub base was up by 0.78mn MoM to 23.5mn (3.4% MoM / 18.7% YoY growth) in Jun'21. Net add for Bharti was 0.13mn vs a slower add of 0.05mn in May'21.
- RJio's market share improved to 13.7% (up 50bps MoM), and net add stood steady at 0.22mn. Bharti's market share was 14.3% (up 8bps MoM). BSNL's sub add was flattish at 6mn and its market share was down by 88bps MoM to 25.6%.

Industry MNP churn rate rose to 1%

- Industry porting rose sharply to 12.3mn in Jun'21. MNP churn rate was at 1%. The major loss of subs was for VIL – and this is a cause of worry.

Active subs: Industry added 1.4mn subs

Active subscribers, or visitor location register (VLR), is a temporary database of subs who have roamed in a 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)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	MoM (%)	YoY (%)
Bharti Airtel	311	310	313	316	320	323	329	336	340	344	347	341	344	0.7	10.6
VIL	273	269	265	261	260	258	257	256	256	256	254	247	242	(2.0)	(11.5)
Reliance Jio	310	313	318	318	319	325	328	325	324	332	335	338	340	0.7	9.6
BSNL/MTNL	64	63	63	62	62	62	62	62	62	62	62	60	59	(2.1)	(7.4)
Total	958	956	957	958	961	968	975	979	982	994	997	986	985	(0.1)	2.8

Source: I-Sec research, TRAI

Table 2: Active subscriber market share

%	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	32.4	32.5	32.7	33.0	33.3	33.4	33.7	34.3	34.6	34.6	34.8	34.6	34.9	29 bp	246 bp
VIL	28.5	28.2	27.6	27.3	27.1	26.6	26.3	26.2	26.1	25.7	25.4	25.0	24.5	-46 bp	-396 bp
Reliance Jio	32.4	32.7	33.2	33.2	33.2	33.5	33.6	33.2	33.0	33.4	33.6	34.3	34.6	29 bp	216 bp
BSNL/MTNL	6.7	6.6	6.5	6.5	6.5	6.4	6.4	6.3	6.3	6.3	6.2	6.1	6.0	-12 bp	-66 bp

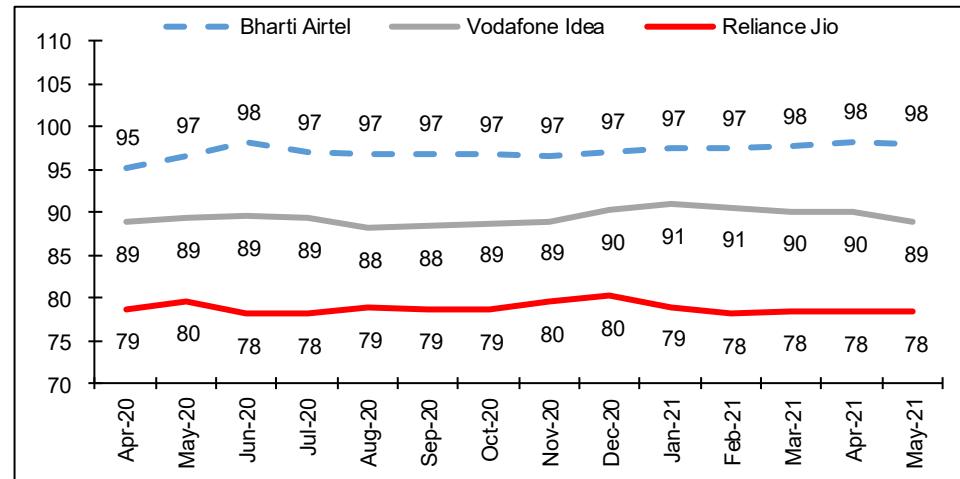
Source: I-Sec research, TRAI

Table 3: Active subscriber net adds

(mn, MoM)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Bharti Airtel	3.7	(0.4)	2.3	3.8	3.0	3.9	5.5	6.9	3.7	4.8	2.6	(5.6)	2.4
VIL	(3.7)	(3.8)	(4.5)	(3.5)	(1.2)	(1.9)	(1.5)	(0.3)	(0.2)	(0.4)	(2.1)	(7.0)	(4.9)
Reliance Jio	(2.1)	2.5	4.6	0.7	1.1	5.4	3.2	(3.4)	(0.2)	7.3	3.5	2.8	2.4
BSNL/MTNL	(0.6)	(0.4)	(0.8)	(0.1)	(0.4)	0.1	(0.2)	0.1	(0.1)	0.2	(0.6)	(1.3)	(1.3)
Total	(2.8)	(2.1)	1.6	1.0	2.5	7.5	7.0	3.3	3.2	12.0	3.4	(11.2)	(1.4)

Source: I-Sec research, TRAI

Chart 1: Active subscribers as a percentage of total subscribers



Source: I-Sec research, TRAI

Mobile broadband subscribers: Industry added 11.1mn

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

Subs (mn)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	MoM (%)	YoY (%)
Bharti Airtel	149	153	156	163	168	172	176	182	185	189	191	189	194	2.2	30.2
VIL	116	115	120	120	120	121	121	123	123	124	123	120	121	1.5	4.3
Reliance Jio	397	401	403	404	406	408	409	411	415	423	428	431	437	1.2	9.9
Others	15	15	16	17	18	19	19	19	19	19	19	17	17	(1.8)	9.9
Total	678	685	695	705	713	720	724	734	742	755	760	758	769	1.5	13.4

Source: I-Sec research, TRAI

Table 5: Mobile broadband subscriber market share

%	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	22.0	22.4	22.5	23.2	23.5	23.9	24.3	24.8	25.0	25.0	25.1	25.0	25.2	19 bp	325 bp
VIL	17.2	16.8	17.3	17.0	16.9	16.8	16.7	16.7	16.6	16.4	16.1	15.8	15.8	0 bp	-138 bp
Reliance Jio	58.6	58.5	57.9	57.4	57.0	56.7	56.4	55.9	55.9	56.0	56.3	56.9	56.8	-12 bp	-179 bp
Others	2.3	2.2	2.3	2.4	2.6	2.6	2.6	2.5	2.6	2.4	2.3	2.2	2.2	-7 bp	-7 bp

Source: I-Sec research, TRAI

Table 6: Mobile broadband subscriber net adds

(mn, mom)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	
Bharti Airtel	5.3	4.4	3.2	7.0	4.1	4.2	4.4	5.5	3.5	3.6	2.2	(1.5)	4.3	
VIL	3.4	(1.2)	4.6	(0.1)	0.6	0.5	(0.2)	1.9	0.6	0.3	(1.1)	(2.9)	1.8	
Reliance Jio	4.5	3.6	1.9	1.5	2.2	1.9	0.5	2.0	4.3	7.9	4.8	3.7	5.4	
Others	0.8	0.1	0.7	1.1	1.1	0.3	0.2	0.4	(0.4)	0.6	(0.7)	(1.5)	(0.3)	
Total	14.0	6.9	10.4	9.5	8.1	6.9	4.9	9.8	7.9	12.5	5.1	(2.3)	11.1	

Source: I-Sec research, TRAI

Table 7: MBB subscriber market share on active basis

Subs (mn)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	MoM (%)	YoY (%)
Bharti Airtel	25.2	25.7	25.6	26.4	26.8	27.0	27.4	28.0	28.4	28.5	28.6	28.5	28.8	29 bp	363 bp
VIL	19.7	19.3	19.7	19.4	19.3	19.0	18.8	18.9	18.9	18.6	18.4	18.0	18.1	5 bp	-164 bp
Reliance Jio	52.5	52.4	52.1	51.4	51.0	51.1	51.0	50.1	49.8	50.0	50.2	50.9	50.6	-26 bp	-190 bp
Others	2.6	2.6	2.6	2.8	2.9	2.9	2.9	2.9	2.9	2.9	2.8	2.6	2.5	-8 bp	-9 bp
Total	100														

Source: I-Sec research, TRAI

Total subscriber base

Table 8: Total subscriber base

Subs (mn)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	MoM (%)	YoY (%)
Bharti Airtel	317	320	323	327	330	335	339	345	348	352	353	348	352	1.1	11.2
VIL	305	301	300	295	293	290	284	282	283	284	282	278	273	(1.6)	(10.4)
Reliance Jio	397	401	403	404	406	408	409	411	415	423	428	431	437	1.3	9.9
BSNL/MTNL	122	122	122	122	122	122	122	122	122	122	121	120	119	(0.9)	(2.5)
Total	1,141	1,144	1,148	1,149	1,152	1,155	1,154	1,159	1,168	1,181	1,183	1,177	1,181	0.3	0.6

Source: I-Sec research, TRAI

Table 9: Total subscriber market share

%	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	27.8	28.0	28.1	28.4	28.7	29.0	29.4	29.7	29.8	29.8	29.8	29.6	29.8	22 bp	206 bp
Vodafone Idea	26.7	26.3	26.1	25.7	25.4	25.1	24.6	24.3	24.2	24.0	23.8	23.6	23.1	-44 bp	-360 bp
Reliance Jio	34.8	35.0	35.1	35.2	35.3	35.3	35.4	35.4	35.5	35.8	36.1	36.6	37.0	34 bp	216 bp
BSNL/MTNL	10.7	10.7	10.7	10.7	10.6	10.6	10.6	10.5	10.4	10.3	10.2	10.0	10.0	-12 bp	-62 bp

Source: I-Sec research, TRAI

Table 10: Total subscriber net adds

(mn, mom)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Bharti Airtel	(1.1)	3.3	2.9	3.8	3.7	4.4	4.1	5.9	3.7	4.1	0.5	(4.6)	3.8
VIL	(4.8)	(3.7)	(1.2)	(4.7)	(2.7)	(2.9)	(5.7)	(2.3)	0.7	1.1	(1.8)	(4.3)	(4.3)
Reliance Jio	4.5	3.6	1.9	1.5	2.2	1.9	0.5	2.0	4.3	7.9	4.8	3.6	5.5
BSNL/MTNL	(1.7)	0.4	0.2	0.1	(0.0)	(0.0)	(0.3)	0.1	(0.4)	0.2	(1.3)	(0.9)	(1.1)
Total	(3.2)	3.5	3.7	0.7	3.2	3.4	(1.4)	5.6	8.3	13.2	2.2	(6.3)	3.9

Source: I-Sec research, TRAI

Rural subscribers

Table 11: Rural subscriber base

Subs (mn)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	MoM (%)	YoY (%)
Bharti Airtel	151	152	153	154	156	159	160	163	165	169	174	172	172	(0.4)	13.7
VIL	166	165	163	160	157	156	153	152	150	150	145	142	140	(1.8)	(15.9)
Reliance Jio	166	168	169	170	171	172	173	174	176	179	182	184	187	1.6	12.1
Others	38	38	38	38	38	38	38	38	38	38	38	37	37	(1.2)	(3.8)
Total	522	523	523	522	523	525	524	526	528	536	537	535	535	(0.2)	2.5

Source: I-Sec research, TRAI

Table 12: Rural subscriber market share

%	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Chg bps (MoM)	Chg bps (YoY)
Bharti Airtel	29.0	29.1	29.2	29.4	29.9	30.3	30.6	30.9	31.2	31.5	32.3	32.2	32.1	-9 bp	316 bp
VIL	31.8	31.5	31.2	30.7	30.1	29.7	29.2	28.8	28.4	28.0	26.9	26.6	26.1	-45 bp	-571 bp
Reliance Jio	31.9	32.1	32.3	32.6	32.8	32.8	33.0	33.0	33.2	33.5	33.8	34.3	34.9	62 bp	300 bp
Others	7.3	7.3	7.3	7.3	7.3	7.2	7.2	7.2	7.2	7.1	7.0	6.9	6.9	-8 bp	-45 bp

Source: I-Sec research, TRAI

Table 13: Rural subscriber net adds

(mn, mom)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Bharti Airtel	(2.1)	1.2	0.3	1.3	2.2	2.9	1.5	2.4	2.1	3.7	5.0	(1.1)	(0.8)
Vodafone Idea	(2.4)	(1.2)	(1.6)	(2.9)	(3.0)	(1.7)	(2.7)	(1.3)	(1.6)	(0.2)	(5.2)	(2.5)	(2.6)
Reliance Jio	2.4	1.8	0.9	1.0	1.1	1.1	0.6	0.9	1.9	3.7	2.3	1.9	3.0
Others	(0.1)	0.0	(0.1)	0.1	(0.1)	(0.0)	(0.0)	0.0	(0.1)	0.0	(0.4)	(0.4)	(0.5)
Total	(2.1)	1.9	(0.5)	(0.6)	0.1	2.3	(0.7)	2.0	2.3	7.3	1.7	(2.2)	(0.8)

Source: I-Sec research, TRAI

Wired broadband subscribers

Table 14: Wired broadband subscribers

Subs (mn)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	MoM (%)	YoY (%)
Bharti	2.5	2.5	2.5	2.6	2.7	2.7	2.8	2.9	3.0	3.1	3.2	3.2	3.4	4.0	36.4
BSNL	7.9	7.9	7.9	7.8	7.8	7.7	7.7	7.7	6.8	6.8	6.0	6.0	6.0	-	(23.7)
RJIO	1.1	1.2	1.3	1.5	1.7	1.9	2.1	2.3	2.4	2.6	2.8	3.0	3.2	7.3	203.8
Hathway	1.0	1.0	1.0	1.1	1.1	1.0	1.1	1.1	1.1	1.1	1.1	1.1	1.1	(0.9)	7.1
Others	7.4	7.6	7.8	8.2	8.3	8.5	8.7	8.8	9.0	9.2	9.3	9.4	9.8	4.7	33.0
Total	19.8	20.1	20.5	21.1	21.5	21.9	22.3	22.7	22.3	22.8	22.4	22.7	23.5	3.4	18.7

Source: I-Sec research, TRAI

Table 15: Wired broadband subscriber market share (%)

%	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Chg bps (MoM)	Chg bps (YoY)
Bharti	12.5	12.4	12.4	12.3	12.4	12.5	12.6	12.8	13.4	13.6	14.2	14.2	14.3	8 bp	187 bp
BSNL	39.9	39.0	38.3	36.9	36.0	35.3	34.5	33.9	30.6	30.0	26.9	26.5	25.6	-88 bp	-1422 bp
RJIO	5.3	5.8	6.1	7.2	7.9	8.5	9.3	9.9	10.9	11.4	12.5	13.2	13.7	50 bp	834 bp
Hathway	5.0	5.0	5.0	5.0	4.9	4.8	4.7	4.7	4.8	4.7	4.8	4.7	4.5	-20 bp	-49 bp
Others	37.3	37.8	38.2	38.6	38.8	38.9	38.9	38.7	40.2	40.3	41.6	41.3	41.8	50 bp	450 bp
Total	100.0														

Source: I-Sec research, TRAI

Table 16: Wired broadband subscriber net adds

Subs (mn)	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Bharti	0.06	0.02	0.04	0.07	0.07	0.06	0.08	0.09	0.09	0.10	0.10	0.05	0.13
BSNL	(0.03)	(0.04)	(0.01)	(0.05)	(0.05)	(0.02)	(0.03)	(0.01)	(0.87)	-	(0.79)	-	-
RJIO	0.09	0.10	0.09	0.27	0.18	0.17	0.20	0.18	0.18	0.17	0.20	0.20	0.22
Hathway	0.02	0.02	0.02	0.02	-	(0.01)	0.01	0.01	0.01	-	0.01	(0.01)	(0.01)
Others	0.30	0.21	0.20	0.34	0.19	0.18	0.14	0.11	0.18	0.22	0.15	0.08	0.44
Total	0.44	0.31	0.34	0.65	0.39	0.38	0.40	0.38	(0.41)	0.49	(0.33)	0.32	0.78

Source: I-Sec research, TRAI

Table 17: Circle-wise active subscribers for each operator in Jun'21

Circles (subs mn)	Bharti	VIL	RJio	Other	Total
Metros					
Delhi	14.2	11.1	12.7	0.2	38.2
Mumbai	7.3	7.9	8.0	0.4	23.6
Kolkata	5.3	5.6	8.2	1.0	20.1
A' Circle					
Maharashtra	19.6	28.9	31.7	3.8	84.0
Gujarat	11.6	22.1	20.1	2.6	56.4
A.P.	30.5	13.4	24.0	5.4	73.3
Karnataka	27.8	7.1	16.6	3.4	54.9
T.N.	25.7	17.1	19.6	7.0	69.5
B' Circle					
Kerala	7.1	15.7	7.8	7.3	37.8
Punjab	11.9	7.6	9.1	2.3	30.8
Haryana	6.0	7.2	6.3	1.7	21.2
U.P.(W)	18.0	16.8	16.5	2.3	53.6
U.P.(E)	37.0	20.8	28.5	4.1	90.4
Rajasthan	21.2	10.5	19.6	2.7	54.0
M.P.	14.8	17.7	30.0	2.7	65.0
W.B.	15.2	15.1	19.7	1.8	51.8
C' Circle					
H.P.	3.5	0.7	2.9	1.1	8.1
Bihar	35.9	10.1	32.1	2.7	80.8
Odisha	11.1	2.0	12.7	3.7	29.6
Assam	9.3	2.7	7.0	1.4	20.4
N.E.	5.6	1.2	3.6	0.9	11.2
J&K	5.3	0.4	3.7	0.7	10.1
Pan-India	343.7	241.7	340.3	59.0	984.8

Source: I-Sec research, TRAI

Table 18: Circle-wise active subscriber market share for each operator in Jun'21

Circles (%)	Bharti	VIL	RJio	Other
Metros				
Delhi	37.1	29.0	33.4	0.6
Mumbai	31.0	33.5	34.0	1.5
Kolkata	26.2	27.8	41.0	5.0
A' Circle				
Maharashtra	23.3	34.4	37.8	4.5
Gujarat	20.6	39.2	35.5	4.7
A.P.	41.6	18.4	32.7	7.4
Karnataka	50.5	13.0	30.3	6.2
T.N.	37.0	24.7	28.2	10.1
B' Circle				
Kerala	18.7	41.5	20.6	19.2
Punjab	38.6	24.6	29.4	7.4
Haryana	28.5	33.9	29.6	8.0
U.P.(W)	33.6	31.3	30.8	4.3
U.P.(E)	41.0	23.0	31.6	4.5
Rajasthan	39.3	19.5	36.2	4.9
M.P.	22.7	27.2	46.1	4.1
W.B.	29.3	29.2	38.0	3.5
C' Circle				
H.P.	42.9	8.3	35.7	13.1
Bihar	44.5	12.5	39.7	3.3
Odisha	37.6	6.8	42.9	12.6
Assam	45.6	13.2	34.3	6.9
N.E.	49.7	10.3	32.3	7.7
J&K	52.5	3.9	36.6	7.0
Pan-India	34.9	24.5	34.6	6.0

Source: I-Sec research, TRAI

Table 19: Circle-wise active subscriber market share for each operator in May'21

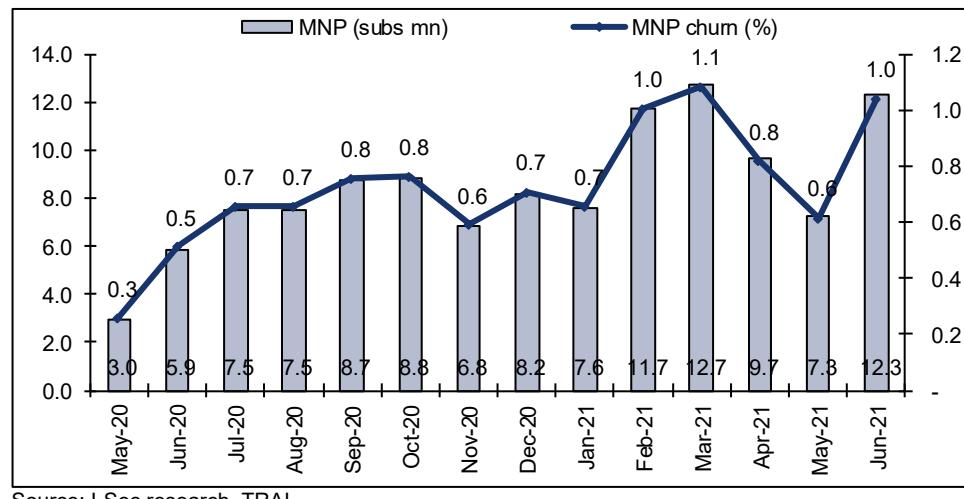
Circles (%)	Bharti	VIL	RJio	Other	Total
Metros					
Delhi	12.3	10.2	10.8	0.2	33.5
Mumbai	6.6	7.7	8.0	0.4	22.7
Kolkata	5.1	5.7	8.6	1.0	20.4
A' Circle					
Maharashtra	18.8	28.6	32.1	3.9	83.4
Gujarat	10.9	22.0	22.0	2.9	57.8
A.P.	29.9	13.7	22.7	5.4	71.8
Karnataka	27.4	7.4	16.2	3.5	54.5
T.N.	25.4	17.5	19.0	7.1	69.1
B' Circle					
Kerala	6.8	16.0	7.0	7.2	37.0
Punjab	11.2	7.7	8.7	2.3	29.9
Haryana	5.7	7.3	6.1	1.7	20.8
U.P.(W)	18.7	17.8	16.6	2.4	55.6
U.P.(E)	38.8	21.1	29.0	4.2	93.2
Rajasthan	21.3	11.0	19.8	2.9	55.0
M.P.	14.6	18.0	30.3	2.7	65.6
W.B.	15.5	16.7	19.6	1.9	53.7
C' Circle					
H.P.	3.4	0.6	2.8	1.1	7.8
Bihar	37.5	10.8	31.9	2.8	82.9
Odisha	11.2	2.1	12.4	3.8	29.4
Assam	9.4	2.8	7.0	1.4	20.5
N.E.	5.6	1.2	3.7	0.9	11.4
J&K	5.3	0.4	3.6	0.7	10.0
Pan-India	341.3	246.6	338.0	60.3	986.1

Source: I-Sec research, TRAI

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

Circles (%)	Bharti	VIL	RJio	Other
Metros				
Delhi	36.7	30.4	32.3	0.6
Mumbai	29.3	34.0	35.1	1.6
Kolkata	24.9	28.0	42.1	5.0
A' Circle				
Maharashtra	22.5	34.3	38.5	4.6
Gujarat	18.8	38.1	38.1	5.0
A.P.	41.7	19.1	31.6	7.5
Karnataka	50.2	13.6	29.7	6.4
T.N.	36.8	25.4	27.5	10.3
B' Circle				
Kerala	18.3	43.3	18.9	19.5
Punjab	37.6	25.6	29.0	7.8
Haryana	27.3	35.0	29.4	8.3
U.P.(W)	33.6	32.1	30.0	4.4
U.P.(E)	41.7	22.7	31.2	4.5
Rajasthan	38.7	20.0	36.1	5.2
M.P.	22.2	27.4	46.2	4.1
W.B.	28.9	31.2	36.4	3.5
C' Circle				
H.P.	42.8	8.1	35.4	13.7
Bihar	45.2	13.1	38.4	3.3
Odisha	38.1	7.1	42.0	12.9
Assam	45.5	13.5	34.1	6.8
N.E.	49.1	10.5	32.8	7.7
J&K	53.0	4.1	35.9	7.0
Pan-India	34.6	25.0	34.3	6.1

Source: I-Sec research, TRAI

Chart 2: MNP churn rose to 1%

Source: I-Sec research, TRAI

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