

भारत संचार भवन, हरीश चन्द्र माथुर लेन,
जनपथ, नई दिल्ली – 110001, भारत
दूरभाष कार्यालय : +91-11-23372424
फैक्स : +91-11-23372444
ई-मेल : cmdbsnl@bsnl.co.in



भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

Bharat Sanchar Bhawan, H.C. Mathur Lane,
Janpath, New Delhi - 110001, India
Ph. : +91-11-23372424
Fax : +91-11-23372444
E-mail : cmdbsnl@bsnl.co.in

पी.के. पुरवार

अध्यक्ष एवं प्रबन्ध निदेशक

P.K. PURWAR

Chairman & Managing Director

No. 3-6/2022-Restg(Pt-II)
Dated 16.02.2023

To

**All the Chief General Managers
BSNL**

Sub: Operational Revenue Trends at the end of Q3 and IPMS Bonus Marks.

The financial year 2022-23 will be remembered as the year in which the building blocks for BSNL's revival were put in place. In the short period following the announcement for the revival package, all of you have worked very hard on improving and expanding BSNL's services. And, the effects are beginning to show in the form of business growth of CFA, CM, EB business verticals.

Needless to say, all Business Areas have made efforts and the same is reflected in the achievements at the end of Q3. I am very pleased to note that overall,

- The revenue from services at the end of the 9 month period (1.04.2022 to 31.12.2022), **has grown to Rs.11,388 crores as compared to Rs.10,602 crores for the same period last year (7.42% growth).**
- If** revenue from BBNL units and INMARSAT is included, revenue **has grown to Rs.12,748 crores as compared to Rs.11,212 crores for the same period last year (13.71% growth).**

1.0 Circle-wise Revenue Growth/Decline.

The growth has not been uniform across the country as can be seen from the table below:

Table 1 – Circle-wise Trend for the period Q3 (1-9) YTD

	Trend of Revenue Growth FY 22-23	Number	Circles
1	Overall positive up to Q3 (1-9) YTD and positive in Q3 (7-9)	10	CNTX South, CNTx North, UP West, Kolkata MD, Telangana, Chattisgarh, Maharashtra, Rajasthan, Assam, Himachal Pradesh
2	Overall positive up to Q3 (1-9) YTD but negative in Q3 (7-9)	7	Haryana, Gujarat, Tamil Nadu, Madhya Pradesh, Uttranchal, , NE-II, Punjab
3	Borderline negative up to Q3 (1-9) YTD (-0.1 % to -4%)	5	Jharkhand , NE-I, Andhra Pradesh, J&K, Kerela

4	Markedly negative up to Q3 (1-9) YTD (-5% to -12%)	5	Karnataka, Bihar, Orissa, A&N, Sikkim
5	Critically Negative up to Q3 (1-9) YTD (beyond -20%)	3	UP East, Chennai MD, West Bengal,
	TOTAL	30	

I urge all circle heads to go through the financial figures enclosed in Annex I & II and take note of their relative performances. I also urge all the verticals of Corporate Office to analyse the achievements up to Q3 (1-9) and frame the annual and quarterly KPIs for the next financial year thoughtfully and prudently in a time bound manner by first week of March 2023.

2.0 Reward for Performers.

2.1 Bonus Marks for all Executives.

All executives of circles that are overall positive upto Q3 (1-9) FY 22-23 and have also achieved positive revenue growth in Q3 (7-9) FY 22-23 shall be awarded bonus marks on top of the weighted Q3 IPMS score, as per Table 2 below (circle-wise final scores are listed at Annex 1). Circles that are negative in Q3 (7-9) but are overall positive in Q3 (1-9) have also been awarded bonus marks to the extent of 80% of the maximum.

Table 2 – Bonus Scores

	Revenue Growth Q3 (1-9) YTD	Bonus Scores in Q3 IPMS
1	10% and above	1.5
2	8-9.9%	1
3	5-7.9%	0.7
4	0-4.9%	0.5

2.2 Recognition for Heads of Circles.

I would like to extend my heartfelt appreciation to **Shri RK Goyal (CGM CNTX North), Shri Murali Mohan P (CGM CNTX South), Shri Debasis Sarkar (CGM Kolkata Metro District), Shri KVN Rao (then CGM Telangana), Shri PK Singh (CGM Chattisgarh), Shri Surya Kant (CGM UP West) and Shri Sandeep Govil (then CGM Rajasthan)**, for their leadership, dynamism and individual efforts put in to achieve revenue growth (5% or higher) **consistently** for the period upto Q3 (1-9).

Your bio and photograph shall be posted on the Corporate Website and on the intranet prominently under the heading, "**Top Leaders of BSNL**". This display shall be updated quarterly.

3.0 Action to be taken by Non-Performers.

It may be noted that the signed MoU between DoT and BSNL to implement Cabinet decision dated 27.07.22 requires BSNL to ensure accountability by taking action against non-performers. List of circles with revenue decline is enclosed at Annex II and it can be seen that 5 circles have become borderline negative, 5 circles have become markedly negative and 3 have slipped into the critically negative territory in the last one year.

CGMs of West Bengal (-25.8%), Chennai Telephones (-21.4%), UP East (-20.1%), Sikkim (-12.0%), A&N (-11.9%), Orissa (-8.2%), Bihar (-7.2%) and Karnataka (-6.7%) may take remedial steps on a war footing and apprise Corporate Office of their action plan in the next 7 days.

I take this opportunity to urge the entire workforce of BSNL to work harder and produce better results in the coming quarters.


(P.K. Purwar)

Annex 1 - Circles with Positive Revenue Growth for the period Q3 (1-9) YTD

Circle	Q3 (7-9) 22-23	Q3 (7-9) 21-22	% inc/dec	Q3 (1-9) YTD 22-23	Q3 (1-9) YTD 21-22	% inc/dec	Max Bonus IPMS Points	Final Bonus IPMS Points
Core Network South	19.02	15.39	23.6%	70.55	35.52	98.6%	1.50	1.50
Core Network North	40.88	35.82	14.1%	185.74	93.56	98.5%	1.50	1.50
UP West	173.34	92.99	86.4%	548.61	277.53	97.7%	1.50	1.50
Kolkata Telephones	168.99	98.13	72.2%	486.47	290.14	67.7%	1.50	1.50
Telangana	373.23	267.69	39.4%	1,091.92	848.14	28.7%	1.50	1.50
Chattisgarh	48.26	40.18	20.1%	137.06	126.83	8.1%	1.00	1.00
Maharashtra	348.78	338.70	3.0%	970.98	901.45	7.7%	0.70	0.70
Rajasthan	159.43	147.36	8.2%	495.08	461.47	7.3%	0.70	0.70
Assam	67.11	50.77	32.2%	165.68	158.73	4.4%	0.50	0.50
Himachal Pradesh	48.39	42.84	13.0%	133.86	129.13	3.7%	0.50	0.50
Haryana	111.89	113.36	-1.3%	323.55	293.12	10.4%	1.50	1.20
Gujarat	265.95	271.69	-2.1%	796.89	770.70	3.4%	0.50	0.40
Tamil Nadu	260.07	268.47	-3.1%	836.55	780.32	7.2%	0.70	0.56
Madhya Pradesh	115.77	121.79	-4.9%	356.95	345.86	3.2%	0.50	0.40
Uttranchal	39.68	42.21	-6.0%	115.14	112.22	2.6%	0.50	0.40
NE-II	12.50	15.30	-18.3%	43.13	41.31	4.4%	0.50	0.40
Punjab	189.52	279.67	-32.2%	592.95	487.10	21.7%	1.50	1.20

Annex II - Circles with Revenue Decline for the period Apr 2022- Dec 2022

Circle	Q3 (7-9)22-23	Q3 (7-9)21-22	% inc/dec	Q3 (1-9) YTD 22-23	Q3 (1-9) YTD 21-22	% inc/dec	Bonus IPMS Points
JHARKHAND	30.43	33.40	-8.9%	84.27	84.57	-0.4%	0
NE-I	28.43	31.99	-11.1%	88.45	89.33	-1.0%	0.0
Andhra Pradesh	152.06	145.25	4.7%	453.29	465.21	-2.6%	0.0
J&K	42.93	49.02	-12.4%	144.40	149.56	-3.5%	0.0
KERALA	311.48	328.80	-5.3%	962.78	999.73	-3.7%	0.0
KARNATAKA	284.86	310.01	-8.1%	850.76	911.58	-6.7%	0.0
BIHAR	79.54	73.66	8.0%	220.88	238.07	-7.2%	0.0
ORISSA	112.57	110.58	1.8%	316.23	344.44	-8.2%	0.0
A&N	19.16	18.20	5.3%	68.47	77.76	-11.9%	0.0
Sikkim	1.47	2.42	-39.3%	5.23	5.94	-12.0%	0.0
UP EAST	141.63	191.76	-26.1%	390.76	489.13	-20.1%	0.0
CHENNAI TELEPHONES	80.47	120.01	-32.9%	240.67	306.09	-21.4%	0.0
WEST BENGAL	66.10	95.54	-30.8%	204.83	276.13	-25.8%	0.0