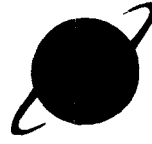


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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)

आर. के. उपाध्याय

अध्यक्ष एवं प्रबन्ध निदेशक

R. K. Upadhyay

Chairman & Managing Director

D.O. No. 1-60/2010-B

Dated: 25th July, 2011

Dear Shri

In consonance with Memorandum of Understanding signed with the Department of Telecom., the following annexed financial targets are assigned to your Circle:-

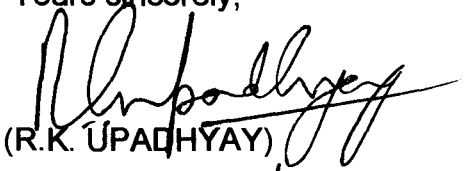
- (i) Revenue Receipt targets for the year 2011-12;
- (ii) Monthly Key Performance Targets of Scorecard for the year 2011-12;

The Management Committee, in its meeting held on 06-07-2011 took note of the monthly progress of budget and its control for the months of April, May and June, 2011. The trend of revenue is on declining side and it has to be arrested at any cost. You are hereby urged to immediately take up the issue of improving revenue and stop the unimpressive performances in your circle and make all out efforts to improve the growth and cash collection.

Further, you may ensure achievement of the requisite targets assigned to your Circles as these targets shall form part of evaluation criteria for assessing your performance during 2011-12 for IPMS. Therefore, all emphasis may please be taken to achieve the targets.

With best wishes,

Yours sincerely,


(R.K. ÚPADHYAY)
25/7/2011

Shri
Chief General Manager,
Telecom Circle,

Encl: As above.