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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LTD.
(A Government of India Enterprises)

अनुपम श्रीवास्तव
अध्यक्ष एवं प्रबन्ध निदेशक
ANUPAM SHRIVASTAVA
Chairman & Managing Director

No. CMD/BSNL/ 2016(4938-4)
August 14th, 2016

Dear colleagues,

On the auspicious occasion of India's 70th Independence Day, I would like to take the opportunity to convey my good wishes to all of you and your family members. Independence Day instinctively reminds us of our great leaders and martyrs who secured freedom for us and we bow our heads to pay respect to them. There can be no bigger tribute from BSNL than renewing our commitment in providing top class telecom services in all far-flung areas places for Indian citizens and also for carrying out various Government's projects successfully. On behalf of BSNL I commit our whole-hearted, combined and sincere energy in serving the nation for all its telecom requirements.

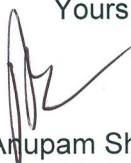
Today, when I look back to the last year's performance of BSNL, I get a sigh of relief that with provisioning of some innovative industry-first initiatives, we are in the process of turning around the fortune of BSNL positively. These initiatives have been helping BSNL acquiring new individual and enterprise customers resulting in increasing our operational profit which was Rs. 672 crores during 2014-15 to about more than Rs. 3,000 crores during 2015-16. Our next mission now is to transform our company in an overall profit making company soon.

I am happy to share with you that BSNL is successfully adding more than 2 million new mobile customers month after month for past few months and are number one in customer acquisition amongst all Telcos. Our mobile data usage is also witnessing handsome increase of approximately 40% over the last year and touched 300 TB of mobile data usage in a single day. We have also provisioned more than 2500 wi-fi hotspots at strategic locations across the country to strengthen our mobile data usage.

All this speaks about collective efforts of management, associations and unions and dedicated employees. On 10th of this month, we all renewed our SWAS oath to provide service to our customers with a smile. Without lessening our determination, let us further strengthen collective efforts in serving BSNL customers with a smile. I am sure each employees, each association and each union of BSNL will whole-heartedly come together to give added impetus to boost momentum of growth to achieve financial profitability for BSNL and to take it to the glory it deserves by winning the confidence of our customers.

With best wishes,

Yours Sincerely,


(Anupam Shrivastava)