

MTNL at a Glance

Quarterly Result Report Disclosures

Capacity

Services	2007-08	2008-09	2009-10	2010-11	2010-11	2011-12
	FY	FY	FY	Q1	FY	Q1
	Mar-08	Mar-09	Mar-10	Jun-10	Mar-11	Jun-11
Basic Wire line	56,70,980	56,70,980	54,96,716	54,91,556	54,49,080	54,53,580
- Delhi	28,10,129	28,10,129	27,71,995	27,71,995	27,71,995	27,71,995
- Mumbai	28,60,851	28,60,851	27,24,721	27,19,561	26,77,085	26,81,585
WLL-M & F	10,98,230	10,98,230	10,92,230	10,92,230	10,92,230	10,92,230
- Delhi	5,50,000	5,50,000	5,50,000	5,50,000	5,50,000	5,50,000
- Mumbai	5,48,230	5,48,230	5,42,230	5,42,230	5,42,230	5,42,230
GSM - MTNL	31,00,000	41,00,000	53,50,000	58,50,000	63,50,000	63,50,000
- Delhi	17,75,000	17,75,000	25,25,000	30,25,000	30,25,000	30,25,000
- Mumbai	13,25,000	23,25,000	28,25,000	28,25,000	33,25,000	33,25,000
Broadband - MTNL	6,01,496	9,84,646	14,29,786	15,45,084	16,21,836	16,26,628
- Delhi	2,59,400	5,15,910	7,09,254	7,36,520	7,84,856	7,86,192
- Mumbai	3,42,096	4,68,736	7,20,532	8,08,564	8,36,980	8,40,436

Subscriber Base

	2007-08	2008-09	2009-10	2010-11	2010-11	2011-12
	FY	FY	FY	Q1	FY	Q1
Basic Wireline	36,78,424	35,73,206	34,96,754	34,85,178	34,63,969	34,43,376
- Delhi	15,76,918	15,25,981	15,37,460	15,41,286	15,46,432	15,38,695
- Mumbai	21,01,506	20,47,225	19,59,294	19,43,892	19,17,537	19,04,681
WLL-M & F	2,89,573	3,05,836	3,09,563	3,08,155	2,79,807	2,69,469
- Delhi	1,26,105	1,41,437	1,40,768	1,39,796	1,37,407	1,36,839
- Mumbai	1,63,468	1,64,399	1,68,795	1,68,359	1,42,400	1,32,630
GSM	32,41,851	41,76,676	47,84,453	49,02,380	51,99,337	52,36,171
- Pre paid	25,09,597	34,42,532	41,04,130	42,41,646	45,58,374	46,00,541
- Delhi	10,60,775	15,00,919	18,99,066	19,83,484	21,86,973	22,17,900
- Mumbai	14,48,822	19,41,613	22,05,064	22,58,162	23,71,401	23,82,641
- Post paid	7,32,254	7,34,144	6,80,323	6,60,734	6,40,963	6,35,630
- Delhi	4,17,665	4,17,577	3,64,554	3,45,373	3,18,868	3,13,941
- Mumbai	3,14,589	3,16,567	3,15,769	3,15,361	3,22,095	3,21,689
Total Connections	72,09,848	80,55,718	85,90,770	86,95,713	89,43,113	89,49,016
Internet connections						
- Broadband	5,70,591	6,95,500	8,15,830	8,56,974	9,42,317	9,61,131
- Post paid connections	13,29,007	14,07,346	14,72,722	14,74,818	14,78,088	14,78,652
- Pre paid connections	27,299	21,280	21,099	21,087	21,002	21,013
Total	19,26,897	21,24,126	23,09,651	23,52,879	24,41,407	24,60,796

Revenue Details (Rs. in million)

	2007-08	2008-09	2009-10	2010-11	2010-11	2011-12
	FY	FY	FY	Q1	FY	Q1
Basic Telephone	(Audited)	(Audited)	(Audited)	(Reviwed)	Audited	(Reviwed)
(a) Rentals**	11,000	10,383	9,462	2,319	6,994	1,717
(b) Call Charges & Other Revenue	18,727	16,229	11,142	2736	11,347	2,492
(c) Interconnection	3,658	3,304	2,113	467	1,586	316
Sub-Total	33,385	29,916	22,718	5,521	19,927	4,526
Cellular	8,364	8,261	6,951	1,659	6,267	1,692
WLL	881	537	372	85	235	45
Other Services	4,596	5,846	6,520	2264	10,311	1,869
Income from Services	47,225	44,560	36,561	4,008	16,813	3,606
Other Income (including interest)	6,074	7,943	14,017	809	3,180	547
Total Income	53,299	52,502	50,578	10,339	39,920	8,680
Staff Cost*	16,435	21,274	49,663	7,177	32,585	8,479
Revenue Sharing (Interconnect Cos	8,042	7,526	5,257	1,098	4,432	1,073
Licence Fee	4,215	4,286	3,837	844	2,876	594
Admn/Op. Expenditure	11,222	9,779	8,403	2,005	9,153	1,611
Depreciation	7,041	6,988	17,595	3,445	14,101	3,564
Interest	28	12	13	278	4,519	1,859
Total Expenditure	46,983	49,865	84,766	14,846	67,667	17,179
Profit before tax	6,316	2,638	-34,188	-4,507	-27,748	-8,500
Provision for Taxation	3,588	4,330	2	0	287	0
Provision for Deffered tax	-1,340	-1,312	-3,553	0	0	0
Net Profit	4,068	-380	-30,638	-4,508	-28,035	-8,500
Prior Period Adj.	-1,801	-2,497	-4,528	7	-16	0
Net Profit after Adj.	5,869	2,117	-26,110	-4,514	-28,019	-8,500

* Details given below

** Some of the Rental revenue tranfered to call and other revenue during current quarter and FY 2010-11

Segment - Wise Updates

All updates including new plans/schemes/tariffs offered by MTNL are available at web site "bol.net.in" and "mtnl.net.in"

ARPU (Rs. Per month)

	2007-08	2008-09	2009-10	2010-11	2010-11	2011-12
	FY	FY	FY	Q1	FY	Q1
Basic Telephony						
- Delhi	584	510	491	484	434	448
- Mumbai	732	635	614	601	542	557
- MTNL	668	581	561	549	494	508
GSM	187	124	98	73	68	*
- Post Paid						
- Delhi	238	214	194	177	179	*
- Mumbai	267	215	211	183	161	156
- MTNL	250	214	202	180	170	
- Pre Paid						
- Delhi	159	116	86	60	58	52
- Mumbai	175	96	71	52	50	54
- MTNL	168	104	78	56	54	53
Avg. ARPU	452	344	303	281	238	*
Broad Band	551	579	618	593	566	586
* To be realised shortly						

Employees' Remuneration and Benefits (Rs. in million)

Particulars	2008-09	2009-10	2010-11 Q1	2010-11	2011-12 Q1
	a	c	d	d	e
a1.Staff Cost other than retirement benefits	14,370	19,681	3,719	17,103	4407
a2.Staff Cost for retirement benefits (Actual)	1,825	2,611	672	3,478	1082
a3.Staff Cost for retirement benefits (Provision)	5,078	27,371	2,786	12,004	2990
	21,274	49,663	7,177	32,585	8,479

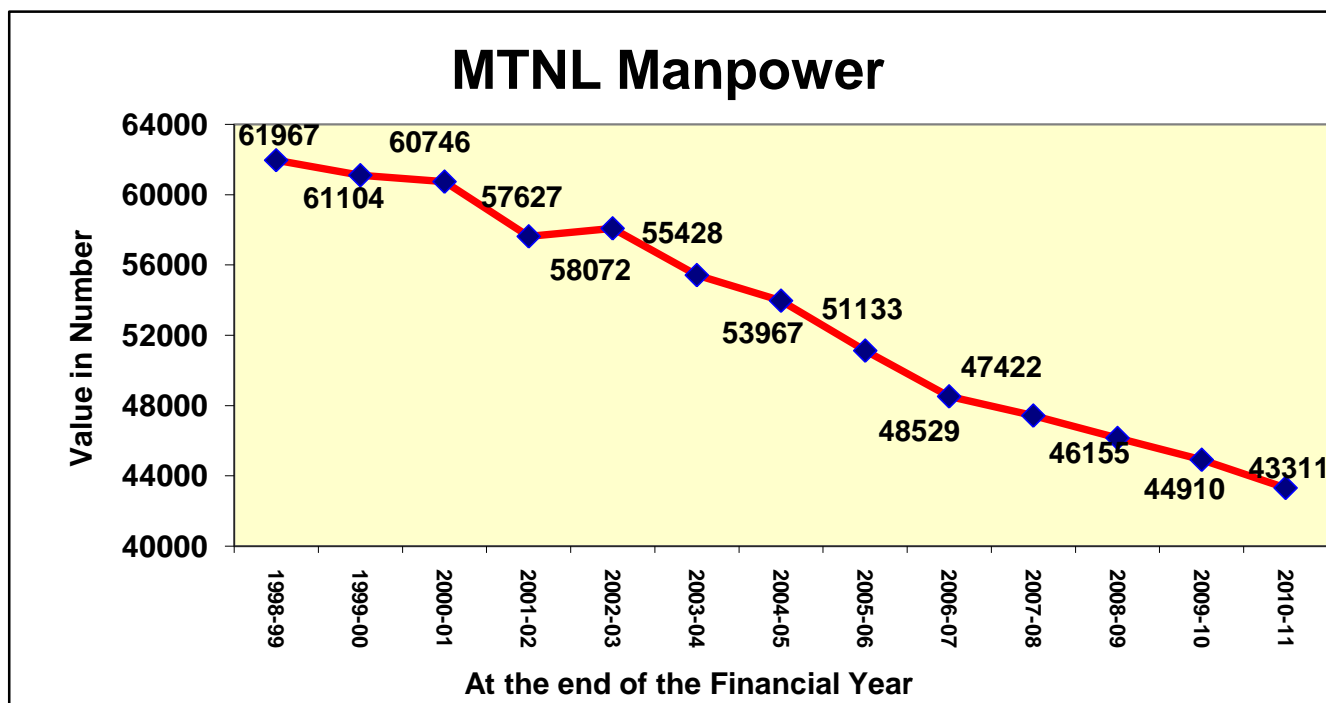
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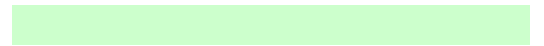
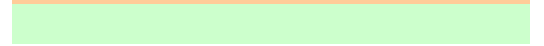
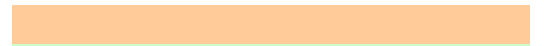
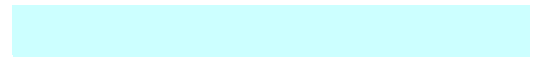
1	The above results have been reviewed and recommended for adoption by the Audit Committee in their meeting held on 10.08.2011 and approved by the Board of Directors of the Company at their meeting held on 10.08.2011. The Statutory Auditors have carried out a Limited Review of the financial results as required under Clause-41 of the Listing Agreement.
2	The above results have been finalised by providing for retirement benefits on prorata basis for the quarter based on previous year assumptions/calculations.
3	Previous period/year figures have been regrouped/ rearranged wherever necessary.

Place: New Delhi

For and on behalf of the Board

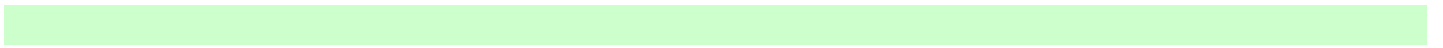
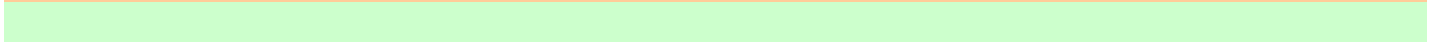
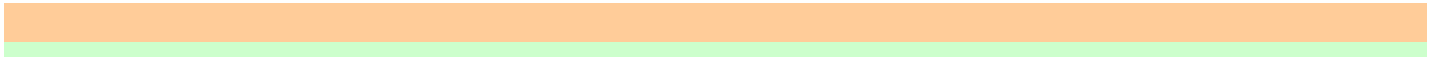
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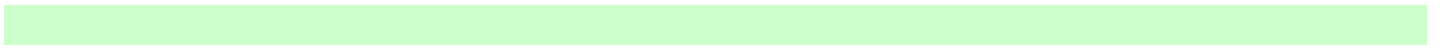
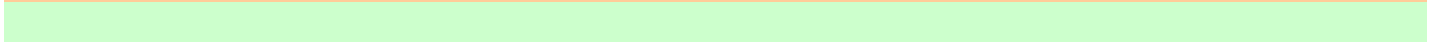
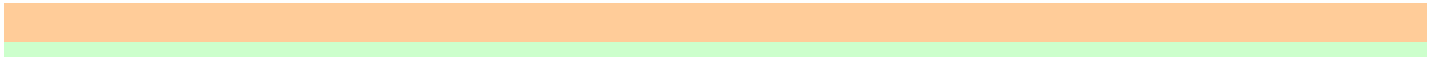




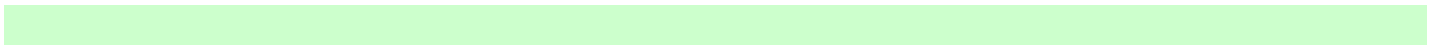
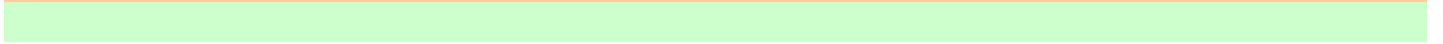
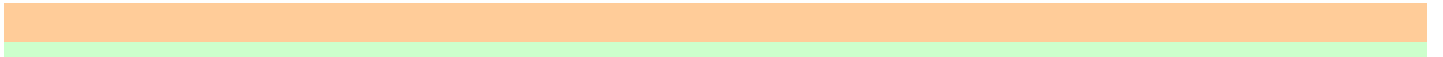
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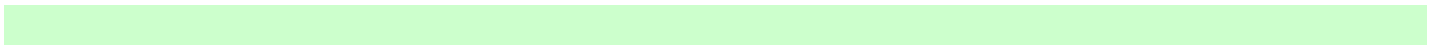
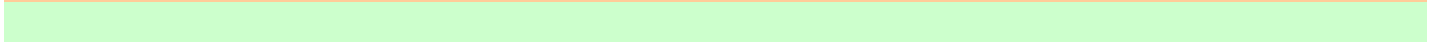
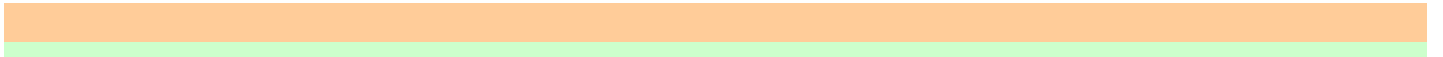




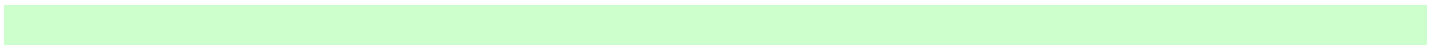
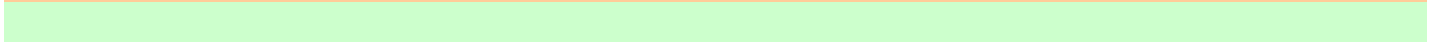
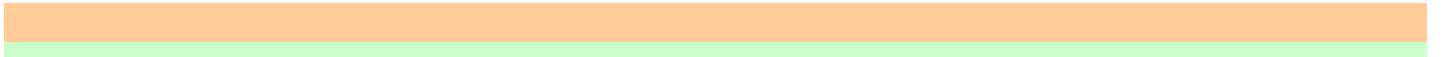




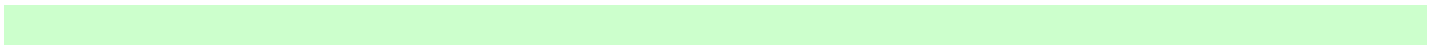
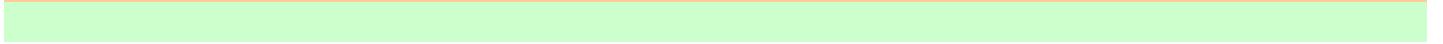
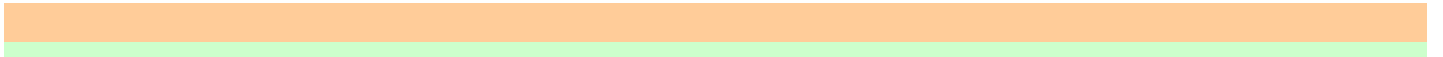




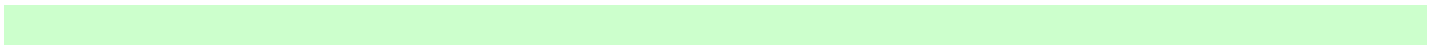
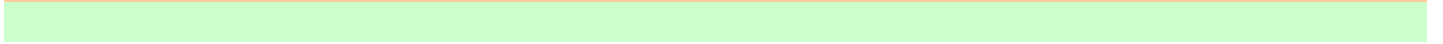
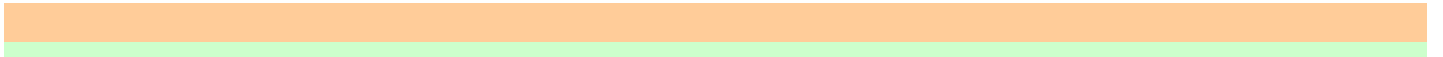






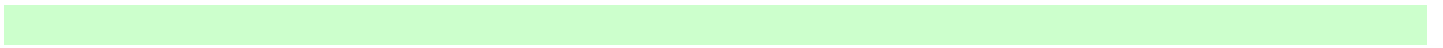
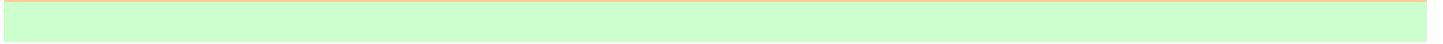
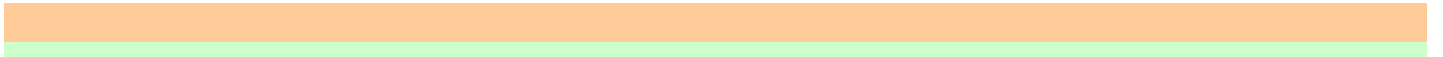








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