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## Active subscriber base witnesses a recovery in May'22

### Subscriber growth recovers

The Telecom Regulatory Authority of India (TRAI) released subscriber data for May'22. Here are the key highlights:

- Industry gross subscriber additions saw healthy additions of 2.8m on a MoM basis to 1,146m after a series of flattish growth and a fall in the past five months after the tariff hike in Dec'21. While subscriber additions in RJio and BHARTI remained positive, IDEA continued to lose subscribers (down 0.8m MoM).
- Active subscriber base too recovered, with healthy additions of 3.9m on a MoM basis after the sudden decline of 7.5m in Apr'22. RJio/BHARTI added 4.5m/2.2m subscribers on a MoM basis, while IDEA witnessed a subscriber loss of 2.3m.
- **BHARTI** continued its 1m gross subscriber additions on a MoM basis (v/s additions of 0.8m in Apr'22). Active subscribers recovered to 2.2m v/s a steep fall of 3.1m in Apr'22, gaining 10bp market share to 34.9%. 4G subscribers too recovered to 1.9m (v/s a fall of 0.3m in Apr'22). Both active and 4G subscriber additions have moderated from the average additions of 3-4m in FY21.
- **RJio's** gross/active subscribers saw a healthy bounce back, with 3.1m/4.5m additions (v/s 1.7m/-0.1m in Apr'22), ahead of its peers. It continued to gain active market share, up 30bp to 37.7%, increasing its lead v/s BHARTI, which was leading until 10 months back.
- **IDEA** continued to witness a gross/active subscriber decline of 0.8m/2.3m on a MoM basis (v/s a decline of 1.6m/3.8m in Apr'22) to 259m/222m. Its 4G subscriber base, however, turned positive with 1.2m additions after seeing a decline in Apr'22.
- **4G subscribers:** Industrywide 4G subscriber additions saw a pickup, with healthy additions of 5.7m to 766m (67% of total subscribers), beating its declining trend over the last five months. RJio added 3.1m subscribers, much above its peers. BHARTI saw 1.9m additions. IDEA witnessed a reversal in trend, adding 1.2m subscribers as against a decline of 0.4m in Apr'22.
- The number of industry **wired broadband subscribers** grew marginally (up 0.3m) to 28.1m. RJio/BHARTI added 0.11m/0.26m subscribers, while BSNL's subscriber base remained flat at 3.8m.

### Exhibit 1: Active subscriber base recovers by 3.9m to 1,018m

Active subscriber base (m)	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	347	341	344	346	347	347	346	348	349	350	351	356	353	355
VIL	254	247	242	238	236	236	234	232	229	229	226	226	222	220
RJio	335	338	340	346	351	355	358	360	364	369	379	379	379	383
Top three players	936	926	926	931	934	938	939	939	942	947	956	961	954	958
Other players	62	60	59	58	58	58	58	57	58	59	60	60	60	59
<b>Total</b>	<b>997</b>	<b>986</b>	<b>985</b>	<b>989</b>	<b>992</b>	<b>996</b>	<b>996</b>	<b>996</b>	<b>1001</b>	<b>1007</b>	<b>1016</b>	<b>1021</b>	<b>1014</b>	<b>1018</b>

Source: TRAI, MOFSL

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**Exhibit 2: Active subscriber net additions recovers (m)**

Active subscriber net additions (m)	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	2.6	-5.7	2.4	2.3	0.8	0.0	-0.8	1.8	0.8	1.3	1.2	4.6	-3.1	2.2
VIL	-2.1	-7.1	-4.9	-3.3	-1.9	-0.8	-1.4	-2.7	-2.1	-0.6	-2.9	0.2	-3.8	-2.3
RJio	3.5	2.8	2.4	6.1	4.1	4.7	3.1	1.1	4.8	4.2	10.1	0.3	-0.1	4.5
Top three players	4.0	-9.9	-0.1	5.2	3.0	4.0	1.0	0.1	3.4	4.9	8.4	5.1	-7.0	4.4
Other players	-0.6	-1.3	-1.3	-0.6	-0.6	-0.1	-0.1	-0.2	0.8	1.1	1.1	0.1	-0.5	-0.5
<b>Total</b>	<b>3.4</b>	<b>-11.3</b>	<b>-1.3</b>	<b>4.5</b>	<b>2.4</b>	<b>3.9</b>	<b>0.8</b>	<b>-0.1</b>	<b>4.2</b>	<b>5.9</b>	<b>9.5</b>	<b>5.2</b>	<b>-7.5</b>	<b>3.9</b>

Source: TRAI, MOFSL

**Exhibit 3: Active subscriber market share – RJio retains pole position (%)**

Active subscriber market share (%)	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	34.8	34.6	34.9	35.0	35.0	34.8	34.7	34.9	34.8	34.8	34.6	34.8	34.8	34.9
VIL	25.4	25.0	24.5	24.1	23.8	23.7	23.5	23.2	22.9	22.7	22.2	22.1	21.9	21.6
RJio	33.6	34.3	34.6	35.0	35.4	35.7	36.0	36.1	36.4	36.6	37.3	37.1	37.4	37.7
Top three players	93.8	93.9	94.0	94.1	94.2	94.2	94.2	94.2	94.2	94.1	94.1	94.1	94.1	94.2
Other players	6.2	6.1	6.0	5.9	5.8	5.8	5.8	5.8	5.8	5.9	5.9	5.9	5.9	5.8
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source: TRAI, MOFSL

**Exhibit 4: Trend in gross subscriber base (m)**

Gross subscriber base (m)	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	353	348	352	354	354	354	354	355	356	356	358	360	361	362
VIL	282	278	273	272	271	270	269	267	266	265	264	261	259	258
RJio	428	431	437	443	444	425	427	429	416	406	403	404	406	409
Top three players	1062	1057	1062	1069	1069	1049	1050	1051	1037	1028	1024	1025	1026	1029
Other players	121	120	119	118	118	117	117	116	118	117	117	117	117	116
<b>Total</b>	<b>1,183</b>	<b>1,177</b>	<b>1,181</b>	<b>1,187</b>	<b>1,187</b>	<b>1,166</b>	<b>1,166</b>	<b>1,167</b>	<b>1,155</b>	<b>1,145</b>	<b>1,142</b>	<b>1,142</b>	<b>1,143</b>	<b>1,146</b>

Source: TRAI, MOFSL

**Exhibit 5: Gross subscriber net additions (m)**

Gross subscriber net additions (m)	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	0.5	-4.6	3.8	1.9	0.1	0.3	-0.5	1.3	0.5	0.7	1.6	2.3	0.8	1.0
VIL	-1.8	-4.3	-4.3	-1.4	-0.8	-1.1	-1.0	-1.9	-1.6	-0.4	-1.5	-2.8	-1.6	-0.8
RJio	4.8	3.6	5.5	6.5	0.6	-19.0	1.8	2.0	-12.9	-9.3	-3.7	1.3	1.7	3.1
Top three players	3.5	-5.3	5.0	7.0	0.0	-19.8	0.3	1.4	-14.0	-9.0	-3.6	0.7	0.9	3.4
Other players	-1.3	-0.9	-1.0	-1.0	-0.1	-0.9	0.0	-0.2	1.2	-0.4	-0.1	-0.1	-0.4	-0.5
<b>Total</b>	<b>2.2</b>	<b>-6.3</b>	<b>4.0</b>	<b>6.0</b>	<b>-0.1</b>	<b>-20.7</b>	<b>0.3</b>	<b>1.2</b>	<b>-12.9</b>	<b>-9.4</b>	<b>-3.7</b>	<b>0.6</b>	<b>0.6</b>	<b>2.8</b>

Source: TRAI, MOFSL

**Exhibit 6: Gross subscriber market share (%)**

Gross subscriber market share (%)	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	29.8	29.6	29.8	29.8	29.8	30.4	30.4	30.4	30.8	31.1	31.4	31.6	31.6	31.6
VIL	23.8	23.6	23.1	22.9	22.8	23.2	23.1	22.9	23.0	23.2	23.1	22.8	22.7	22.6
RJio	36.1	36.6	37.0	37.3	37.4	36.4	36.6	36.7	36.0	35.5	35.3	35.4	35.5	35.7
Top three players	89.8	89.8	89.9	90.1	90.1	90.0	90.0	90.0	89.8	89.8	89.7	89.8	89.8	89.9
Other players	10.2	10.2	10.1	9.9	9.9	10.0	10.0	10.0	10.2	10.2	10.3	10.2	10.2	10.1
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source: TRAI, MOFSL

**Exhibit 7: Trend in 4G subscriber base (m)**

MBB subscriber base (m)	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	191	189	194	198	202	203	205	206	206	206	209	211	210	212
VIL	123	120	121	124	124	122	122	122	122	121	122	122	122	123
RJio	428	431	437	444	444	425	427	429	416	406	403	404	406	409
Top three players	741	740	752	766	770	751	754	757	744	734	733	737	738	744
Other players	19	17	17	18	18	19	19	19	21	22	22	23	22	21
<b>Total</b>	<b>760</b>	<b>757</b>	<b>769</b>	<b>783</b>	<b>788</b>	<b>769</b>	<b>773</b>	<b>776</b>	<b>765</b>	<b>756</b>	<b>756</b>	<b>760</b>	<b>760</b>	<b>766</b>

Source: TRAI, MOFSL

**Exhibit 8: Trend in 4G subscriber net additions (m)**

MBB subscriber net additions (m)	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	2.2	-1.5	4.3	4.5	4.0	1.2	1.3	1.3	-0.2	0.5	2.3	2.1	-0.3	1.9
VIL	-1.1	-2.9	1.8	2.6	-0.5	-1.2	0.1	-0.1	-0.3	-1.1	0.9	0.5	-0.4	1.2
RJio	4.8	3.6	5.5	6.9	0.3	-19.0	1.8	2.0	-12.9	-9.3	-3.7	1.3	1.7	3.1
Top three players	5.8	-0.8	11.5	14.0	3.8	-19.0	3.2	3.2	-13.3	-9.9	-0.5	3.9	0.9	6.2
Other players	-0.7	-2.1	0.3	0.8	0.7	0.3	0.7	-0.4	1.9	1.0	0.6	0.3	-1.0	-0.5
<b>Total</b>	<b>5.1</b>	<b>-2.9</b>	<b>11.7</b>	<b>14.8</b>	<b>4.5</b>	<b>-19</b>	<b>3.9</b>	<b>2.8</b>	<b>-11.4</b>	<b>-8.9</b>	<b>0.0</b>	<b>4.2</b>	<b>0.0</b>	<b>5.7</b>

Source: TRAI, MOFSL

**Exhibit 9: Trend in 4G subscriber market share (m)**

MBB subscriber market share	Apr'21	May'21	Jun'21	Jul'21	Aug'21	Sep'21	Oct'21	Nov'21	Dec'21	Jan'22	Feb'22	Mar'22	Apr'22	May'22
Bharti	25.1	25.0	25.2	25.3	25.7	26.4	26.5	26.6	26.9	27.3	27.6	27.7	27.7	27.7
VIL	16.1	15.8	15.8	15.8	15.7	15.9	15.8	15.8	16.0	16.0	16.1	16.1	16.1	16.1
RJio	56.3	57.0	56.8	56.6	56.3	55.2	55.2	55.2	54.4	53.8	53.3	53.2	53.4	53.4
Top three players	97.6	97.8	97.8	97.8	97.7	97.6	97.5	97.6	97.3	97.1	97.0	97.0	97.1	97.2
Other players	2.4	2.2	2.2	2.2	2.3	2.4	2.5	2.4	2.7	2.9	3.0	3.0	2.9	2.8
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source: TRAI, MOFSL

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