

Press Brief

BSNL Achieves ₹262 Crore Profit in Q3 – First Profit Since 2007

New Delhi, [Date]: Bharat Sanchar Nigam Limited (BSNL) has reported a profit of ₹262 crore in the third quarter of the financial year, marking its first return to profitability since 2007. This milestone reflects the company's focus on innovation, aggressive network expansion, cost optimization, and customer-centric service improvements.

Announcing the quarterly financial results, Shri A. Robert J. Ravi, CMD, BSNL, said:

“We are pleased with our financial performance this quarter, which reflects our focus on innovation, customer satisfaction, and aggressive network expansion. With these efforts, we expect revenue growth to improve further, exceeding 20% by the end of the financial year. Revenue from Mobility, FTTH, and Leased Lines has increased by 15%, 18%, and 14% respectively over Q3 of the previous year. Additionally, BSNL has successfully reduced its finance cost and overall expenditure, leading to a decline in losses by over ₹1,800 crore compared to last year.

To enhance our customer experience, we have introduced new innovations such as National WiFi Roaming, BiTV – Free Entertainment for All Mobile Customers, and IFTV for All FTTH Customers. Our continuous focus on Quality of Service and Service Assurance has further strengthened customer trust and reinforced BSNL's position as a leading telecom service provider in India.”

This ₹262 crore profit underscores BSNL's resurgence and long-term sustainability. As we continue on this growth trajectory, we remain committed to delivering higher value to our shareholders, expanding market opportunities, and driving innovation.

Key Highlights of BSNL's Financial Performance & Growth Strategy:

✔ Strong Revenue Growth:

- Mobility services revenue grew by 15%.
- Fiber-to-the-Home (FTTH) revenue increased by 18%.
- Leased Line services revenue rose by 14% over Q3 of the previous year.

✔ Aggressive Network Expansion:

- Accelerated 4G rollout and fiber-optic infrastructure upgrades.
- Strengthened connectivity across urban and rural areas.

✔ Customer-Centric Digital Innovations:

- National WiFi Roaming for seamless internet access across networks.
- BiTV – Free Entertainment for Mobile Customers, offering high-quality digital content.
- IFTV – Exclusive Entertainment for FTTH Customers, enhancing digital engagement.

✔ Operational & Cost Optimization Measures:

- Significant reduction in finance costs and overall expenditure, resulting in a decline in losses by over ₹1,800 crore compared to last year.
- Process automation and strategic resource management for improved efficiency.

✔ Government Support: Strategic revival initiatives, spectrum allocation, and capital infusion have bolstered our operations.

✔ Future Growth Outlook:

- Continued focus on service excellence, 5G preparedness, and digital transformation.
 - Revenue growth expected to exceed 20% by the end of the financial year.
- This financial turnaround underscores BSNL's commitment to providing high-quality, affordable telecom services while driving India's digital growth. The company remains dedicated to enhancing service delivery, expanding its customer base, and contributing to the Digital India and Atmanirbhar Bharat vision.

We thank our customers, stakeholders, and the Government of India for their unwavering support in BSNL's transformation journey. We look forward to sustained growth and stronger financial performance in the coming quarters.

Bharat Sanchar Nigam Limited