



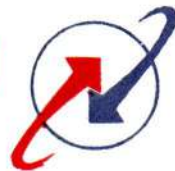
NATIONAL UNION OF BSNL WORKERS (FNTU)

(Regd. No. 4897)

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K. Jaya Prakash

General Secretary

L.No.: NU/CHQ/CMD

Dated: 17/7/2025

To,
Shri A.Robert J Ravi ji,
CMD, BSNL,
BSNL Bhawan, Delhi

Subject: Proposal for Revenue Generation through Optimum Utilization of Vacant BSNL Land – A Request for Consideration

Respected Sir/Madam,

I, **K. Jaya Prakash**, General Secretary, *National Union of BSNL Workers (FNTU)*, New Delhi, bring to your kind notice a practical and revenue-generating initiative currently being successfully implemented by the **Telangana State Road Transport Corporation (TGSRTC)**, which may also be feasibly adapted by BSNL in the interest of increasing non-operational revenue and safeguarding the interests of BSNL employees.

Case Study: TGSRTC's Revenue Model

In the Telangana State, **TGSRTC** has been effectively utilizing its **vacant prime roadside lands** through two major revenue-generating methods:

1. Fuel Outlet Leasing Scheme

- Vacant lands are being allotted to public sector petroleum companies (e.g., HPCL and BPCL).
- These companies set up **fuel stations** by investing in the infrastructure.
- Tenders are floated for outsourcing the operation of these outlets with:
 - ₹10 Lakhs Bank Guarantee
 - ₹5 Lakhs Security Deposit
 - Lease period: 5 years



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- Revenue generation model:
 - TGSRTC earns ₹ 3.90 per litre of petrol and ₹2.40 per litre of diesel.
 - Simultaneously, the tenderer receives ₹1.65/litre (petrol) and ₹1.10/litre (diesel) as service charges.
- **Estimated annual revenue from this model: ₹200+ Crores.**

2. Commercial Space Leasing Scheme

- Vacant lands are leased to private developers through open tenders.
- Developers construct **shopping complexes and retail shops** at their own cost.
- They are permitted to rent out the shops at prevailing market rates, with:
 - 20% of the collected rent remitted to TGSRTC.
 - Lease period: 20 years.
- **Estimated annual revenue: ₹100+ Crores** without any capital investment by TGSRTC.

Proposal for BSNL

Given the current financial challenges faced by BSNL, a similar approach could be explored:

- Identification and mapping of **vacant BSNL-owned lands** across various states.
- Collaboration with petroleum companies or private real estate developers through transparent tendering processes.
- Lease-based or revenue-sharing models to generate **recurring, non-operational revenue** for the organization.

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This model would not only boost BSNL's financial strength but also help secure the livelihoods of its employees and ensure the continued legacy of this prestigious organization.

Our Request

We kindly urge your good office to:

- **Conduct a feasibility study** on the applicability of these models to BSNL's context.
- **Seek suggestions and proposals** from experts, stakeholders, and unions.
- **Initiate pilot projects** in select cities or circles to assess potential returns.

We remain committed to the welfare of BSNL and its employees and strongly believe that such innovative models can significantly contribute towards stabilizing and revitalizing BSNL's financial standing.

We look forward to your kind intervention and swift action in this matter.

Thanking You.

Yours faithfully,

(K. Jaya Prakash)

General Secretary

National Union of BSNL Workers (FNTU)

New Delhi

c.c to Hon'ble Minister for Communication (G.O.I)

