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भारत संचार निगम लिमिटेड

(भारत सरकार का उद्यम)

BHARAT SANCHAR NIGAM LTD.

(A Government of India Enterprises)

D.O. No. 10-16/2010-SCM-CM

Dated: 03.02.2016

Dear Shri

At the outset, I would like to congratulate you and your team for contributing in achieving Mission 2 million SIM sales for Januarry'16. I am glad to inform you all that as per the IN report of 31st Jan'16, we have achieved the figure of 2.07 million SIM sales in month of Jan'16 (enclosed as Ann.I).

On analyzing the circle wise performance, I congratulate Andaman & Nicobar, Assam, Bihar, Jharkhand, Himanchal Pradesh, Rajasthan, Uttar Pradesh (E), Uttar Pradesh (W), Madhya Pradesh & Maharashtra Telecom Circles for achieving the desired targets assigned to them. Special mention for Bihar, Jharkhand and Rajasthan circle for exceeding their targets by 211%, 191% & 137% respectively and UP(E), Maharashtra and Tamilnadu for contributing 2.09 lakh, 1.95 and 1.81 respectively i.e. top 3 in terms of volume.

Seeing the overall performance of Jan'16, I am pretty much sure that soon we may be able to achieve the target allocated for February, 2016 (enclosed Ann.-II) of 30Lakhs SIM sales. I hope circles will continue their efforts and we may again achieve the targets for Feb'16 as 2 millions.

With best wishes,

Yours Sincerely,

RK Mittal 3/02/2016

| To, | |
|------------------------|----------|
| Shri | |
| Chief General Manager, | |
| Tologo | m Circle |