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भारत संचार निगम लिमिटेड  
(भारत सरकार का उद्यम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

अरविन्द वडनेरकर

निदेशक (एचआर)

ARVIND VADNERKAR

Director (HR)

BSNL Board

To

The CGM

All Telecom Circles/ Units

DO No. BSNLCO-LM/13(12)/1/2020

Date: 12.10.2020

The half-yearly revenue figures (copy attached) from rental business have started coming in and the performance of most of the circles is found far from satisfactory. About 60% of the rental income from building space is contributed only by 5 circles viz Maharashtra, Tamilnadu, BRBRAITT, Gujarat and Telangana. These circles, along with other five circles of Karnataka, Kerala, Rajasthan, CHTD and Punjab contribute 80% of the total rental income. The total rental income in the first half of FY 2020-21 is merely Rs.1.8 cr. more than the income in the first half of FY 2019-20, which is a cause of concern.

The Circle Heads need to review the efforts made for renting out surplus built-up space and take following actions urgently in this regard-

1. The Tier-I and Tier-II cities in the circle should be identified and more attention be paid for renting out space in these cities. Space audit as per the Section 6.1 of the recently launched renting policy (CROP-2020) may be done for all commercially important BSNL buildings in such cities. Efforts may be made to spare prime buildings for renting and shift BSNL offices to less important locations or vacant staff quarters.
2. Expression of Interest to be invited immediately as per provisions of CROP-2020, if not already done.
3. All invoices for rent of office space or quarters are to be generated through ERP only so that the same is reflected in the performance reports. It should also be ensured that periodic increment on the rent is being applied timely as per the lease agreements.
4. Targets for renting may be given to each SSA under your jurisdiction and the Circle Level Standing Committee may be directed to strictly monitor the progress on a monthly basis.

I am sure that all circles will take the necessary course correction measures and we shall see some encouraging results in the remaining half of this financial year.

With best wishes,

12.10.2020  
(Arvind Vadnerkar)

Encl: As above

**TOTAL RENTAL INCOME FROM APR'20 TO SEPT'20**  
(Data extracted from ERP on 1st Oct, All figures in Rs. Lakhs)

SN	Circle/Unit Name	4910103 (IQ/ Holiday home)	4910105 (S.Qtrs- serving)	4910901 (S.Qtrs- Rented)	4910902 (Office buildings)	TOTAL
1	Maharashtra	2.48	172.13	353.56	823.93	1352.09
2	Tamil Nadu	3.52	92.17	120.74	996.01	1212.44
3	BRBRAITT	0.54	1.53	23.62	436.40	462.09
4	Gujarat	0.13	65.10	68.87	260.86	394.96
5	Telangana	0.79	22.11	114.88	205.45	343.23
6	Karnataka	3.38	39.53	220.45	65.66	329.02
7	Kerala	1.12	42.52	85.98	178.85	308.47
8	Rajasthan	0.31	77.38	140.38	85.03	303.10
9	Chennai Telephones	0.85	50.50	30.70	177.52	259.57
10	Punjab	0.01	74.87	27.09	103.93	205.91
11	Madhya Pradesh	0.62	84.83	8.15	70.66	164.26
12	Corporate Office	0.94	148.90	0.00	0.89	150.73
13	Bihar	0.00	18.10	2.20	96.37	116.67
14	Andhra Pradesh	0.02	31.92	5.47	72.81	110.22
15	Odisha	0.51	56.34	10.20	27.88	94.94
16	Jharkhand	29.39	28.53	0.13	18.26	76.31
17	UP (E)	0.39	44.09	13.27	12.80	70.55
18	UP (W)	0.42	45.39	4.11	6.36	56.28
19	Haryana	0.02	20.97	9.58	6.64	37.21
20	Assam	0.24	17.72	0.87	17.85	36.69
21	North East-I	3.70	15.03	1.04	12.13	31.89
22	STR	0.04	17.90	0.65	7.55	26.13
23	TF Kolkata	0.00	0.66	0.56	22.88	24.10
24	NTR	0.00	23.19	0.00	0.00	23.19
25	WTR	0.06	11.42	2.78	7.77	22.04
26	Himachal Pradesh	3.20	15.44	0.00	2.29	20.92
27	Chhattisgarh	0.00	9.55	4.94	4.76	19.24
28	JK & Ladakh	0.00	10.40	0.50	8.30	19.20
29	Uttarakhand	0.00	14.37	4.75	0.00	19.12
30	ALTTC	0.00	9.99	4.37	3.04	17.39
31	West Bengal	0.00	12.89	3.94	0.54	17.37
32	Inspection Circle	0.00	6.22	2.66	8.36	17.24
33	ETR	0.04	15.65	0.00	0.00	15.69
34	Kolkata Telephones	0.00	11.22	0.00	0.00	11.22
35	TF Jabalpur	0.00	0.94	9.57	0.00	10.51
36	Broadband Network	0.00	6.29	0.00	0.00	6.29
37	TF Mumbai	0.00	2.61	2.85	0.00	5.46
38	NTP	0.00	4.26	0.00	0.00	4.26
39	North East-II	0.00	4.01	0.00	0.00	4.01
40	ITPC	0.00	3.28	0.00	0.00	3.28
41	WTP	0.00	3.03	0.00	0.00	3.03
42	STP	0.00	2.41	0.00	0.00	2.41
43	NCES Telecom Unit	0.00	2.36	0.00	0.00	2.36
44	Andaman & Nicobar	0.00	2.12	0.00	0.00	2.12
45	ETP	0.00	2.11	0.00	0.00	2.11
46	North East Task Force	0.00	1.47	0.00	0.00	1.47
47	NATFM	0.20	0.07	0.00	0.00	0.27
48	NFS	0.00	0.19	0.00	0.00	0.19
	<b>TOTAL</b>	<b>52.91</b>	<b>1343.68</b>	<b>1278.87</b>	<b>3741.77</b>	<b>6417.24</b>

**PERCENTAGE AREA RENTED OUT BY CIRCLES/UNITS  
VIS-À-VIS TOTAL BUILDING SPACE AVAILABLE  
(Extracted from data supplied in google sheet by circles/units)**

S N	Circle/ Unit	No. of lease done after Oct'19	Total available plinth area (in sqm)	Total Area identified for renting (in sqm)	Area actually rented out (sqm)	%age of identified space rented out	%age of total plinth area rented out	
1	QA & Inspec	2	17,664	2852	16.1%	1943	68.13%	11.00%
2	BRBRAITT	0	131,368	47913	36.5%	12554	26.20%	9.56%
3	Tamil Nadu	2	730,250	172263	23.6%	66659	38.70%	9.13%
4	Punjab	5	538,327	138967	25.8%	40568	29.19%	7.54%
5	Uttarakhand	104	103,353	28346	27.4%	7421	26.18%	7.18%
6	Gujarat	15	659,579	174604	26.5%	44517	25.50%	6.75%
7	Rajasthan	0	586,578	154948	26.4%	36843	23.78%	6.28%
8	AP	24	323,210	77874	24.1%	19045	24.46%	5.89%
9	Karnataka	28	512,685	122469	23.9%	27619	22.55%	5.39%
10	Bihar	4	280,258	70101	25.0%	7929	11.31%	2.83%
11	NE- 1	60	186,757	28841	15.4%	5231	18.14%	2.80%
12	Chattisgarh	0	131,985	29381	22.3%	3368	11.46%	2.55%
13	MH	1	1,225,610	306763	25.0%	28298	9.22%	2.31%
14	Kerala	11	627,019	65897	10.5%	13565	20.59%	2.16%
15	Haryana	12	222,594	62342	28.0%	4681	7.51%	2.10%
16	UP W	8	352,610	70458	20.0%	5729	8.13%	1.62%
17	Orissa	2	321,682	83274	25.9%	4838	5.81%	1.50%
18	Telangana	5	484,816	106630	22.0%	6212	5.83%	1.28%
19	J&K	2	66,046	6537	9.9%	757	11.58%	1.15%
20	UP E	9	600,594	151901	25.3%	6098	4.01%	1.02%
21	Assam	4	318,874	68536	21.5%	2409	3.51%	0.76%
22	Jharkhand	7	173,322	11044	6.4%	1236	11.19%	0.71%
23	MP	8	588,930	147683	25.1%	3591	2.43%	0.61%
24	HP	2	104,339	14142	13.6%	385	2.72%	0.37%
25	A&N	0	21,573	316	1.5%	63	19.94%	0.29%
26	Chennai Tele	0	278,770	58695	21.1%	636	1.08%	0.23%
27	West Bengal	0	352,189	39891	11.3%	299	0.75%	0.08%
28	NE-2	0	88,226	7139	8.1%	0	0.00%	0.00%
29	Kol Tel	0	350,840	96176	27.4%	0	0.00%	0.00%
30	ETR	0	50,344	0	0.0%	0	0.00%	0.00%
31	NTP	0	6,629	0	0.0%	0	0.00%	0.00%
32	NTR	0	1,045,919	0	0.0%	0	0.00%	0.00%
33	STP	0	6,437	0	0.0%	0	0.00%	0.00%
34	STR	0	111,696	1659	1.5%	0	0.00%	0.00%
35	WTR	0	49,720	2340	4.7%	0	0.00%	0.00%
	<b>TOTAL</b>	<b>315</b>	<b>11,650,981</b>	<b>2349983</b>	<b>20.2%</b>	<b>352494</b>	<b>15.00%</b>	<b>3.03%</b>

\*- the plinth area has been taken from civilmis site