



No. 2-10/2019/BSNL/RM-I/CFA/cash inflow

Date: 21.12.2023.

To
CGMs & IFAs of all Circles and Metro TDs
Bharat Sanchar Nigam Limited.


Sub: Review of collection performance vis-à-vis target in Q-3 of FY 2023-24.

A review of circle-wise collection performance in Q-3 (up to 20.12.2023) has been done. It has been observed that on PAN India basis total collection achievement is **Rs. 3643.56 crore** against the total target assigned to circles of **Rs. 4860.50 crore**, resulting in total collection deficit of **Rs. 1216.94 crore** till 20.12.2023 in Q-3 (2023-24). Circle-wise position is available in Annexure.

2. CGMs and IFAs of respective circles are requested to identify the reasons for the collection gap, explore all collection opportunities and gear up recovery mechanism with vigorous approach, so that the shortfall in collection can be covered in last few days of this month to achieve collection target of Q-3 (2023-24). The recovery may be stepped up by efficient utilization of Customer Interaction System (CIS) and pursuance with Enterprise customers and Govt. departments.

3. Steady cash inflow and overall annual / quarterly collection growth are very important to meet various expenditures. Therefore, apart from collection from operational revenues, other avenues such as recovery of dues from CCA office in respect of fibre leasing, space and infra charges need to be regularly monitored by circles to achieve periodical collection targets.

Encl.: Annexure.


(P. D. Chirania)
Sr. GM Finance-CFA

Copy for kind information to:

1. CMD, BSNL.
2. Director (Finance), Director (CFA), Director (CM), Director (EB) & Director (HR) - BSNL Board.
3. PGM (CBB), CO, BSNL.
4. Sr. GM Finance-CM & EB, CO, BSNL.

Annexure

Collection target & achievement in Q-3 of FY 2023-24 (up to 20.12.2023)

(Amt. in Cr. of Rs.)

Circle	Collection target in Q3	Collection in Oct-23 + Nov-23	Collection in Dec-23 up to 20.12.23	Total collection in Q3 up to 20.12.23	Balance to be collected within 31.12.23
A	B	C	D	E (C + D)	F (B - E)
AN	22	6.53	2.71	9.24	12.76
AS	52	25.23	11.03	36.26	15.74
BR	81	43.55	8.75	52.30	28.70
JH	44	23.30	7.31	30.61	13.39
KO	185	114.10	21.16	135.26	49.74
N1	32	12.63	3.69	16.32	15.68
N2	15	7.64	1.99	9.63	5.37
OR	124	66.89	22.13	89.02	34.98
SK	1.50	0.72	0.08	0.80	0.70
WB	70	49.88	22.28	72.16	
CNTX-N	239	145.53	215.40	360.93	
CNTX-S	28	12.83	1.56	14.39	13.61
Total EZ	893.50	508.83	318.09	826.92	190.67
HA	101	57.75	29.12	86.87	14.13
HP	41	24.06	10.03	34.09	6.91
JK	42	20.09	6.39	26.48	15.52
PB	222	104.39	65.22	169.61	52.39
RJ	175	72.58	49.35	121.93	53.07
UE	161	112.45	25.72	138.17	22.83
UT	39	15.62	4.33	19.95	19.05
UW	259	164.40	41.18	205.58	53.42
Total NZ	1040.00	571.34	231.34	802.68	237.32
AP	176	86.38	27.89	114.27	61.73
CN	113	47.98	13.80	61.78	51.22
KL	387	177.49	69.11	246.60	140.40
KT	361	207.51	53.49	261.00	100.00
TN	302	177.71	73.86	251.57	50.43
TS	540	318.47	90.84	409.31	130.69
Total SZ	1879.00	1015.54	328.99	1344.53	534.47
CH	135	22.63	6.30	28.93	106.07
GJ	295	129.55	41.51	171.06	123.94
MH	453	280.10	49.45	329.55	123.45
MP	165	64.13	7.76	71.89	93.11
Total WZ	1048.00	496.41	105.02	601.43	446.57
Total of 4 zones	4860.50	2592.12	983.44	3575.56	1409.03
Add: Other units/circles		67.00	1.00	68.00	
Grand total		2659.12	984.44	3643.56	

Source: CBB section, CO, BSNL.