

Shri Jyotiraditya Scindia Charts Roadmap for BSNL's Continued Profitability and Growth

**BSNL Achieves ₹11,134 Crore Revenue in H1 FY 2025–26,
Targets ₹27,500 Crore Annual Run Rate**

**Shri Scindia Calls for a “Culture of Execution” and
Uncompromising Focus on Quality of Service**

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Union Minister for Communications, Shri Jyotiraditya M. Scindia, today chaired the 2nd Strategic Review and Planning Meeting (2025–26) of Bharat Sanchar Nigam Limited (BSNL) in New Delhi, with participation from Chief General Managers (CGMs) of all 28 circles across the country.

The four-hour-long strategic review focused on sustaining BSNL's profitability momentum, following its historic back-to-back net quarterly profits in FY 2024–25, and maintaining the strong performance trajectory through the first half of FY 2025–26. Shri Scindia commended the leadership team for achieving a 93% revenue run rate against Q2 targets, generating close to ₹5,347 crore, contributing to a total H1 revenue of ₹11,134 crore. He noted that BSNL's annual revenue target for FY 2025–26 stands at ₹27,500 crore, up from ₹25,000 crore in the previous year, a testament to the organization's rising operational and market performance.

The Minister remarked, "Everything in life is execution-driven and our CGMs are BSNL's execution artists. You are the standard-bearers of transformation across your circles." Shri Scindia emphasised the need for daily focus on Quality of Service (QoS), highlighting it as the "non-negotiable mantra" for the organization. He directed all CGMs to closely track metrics such as mean repair time, uptime, and customer satisfaction indices on a daily basis, asserting that "everything else is a result of QoS."

He further urged circles to benchmark their BTS and OTL uptime performance against competitors, identify gaps, and ensure battery and media replacements across all circles by December 2025. "We operate in days and hours, not months," he stressed. Shri Scindia also called for cost discipline, making it clear that no circle should report negative EBITDA. "Every rupee saved adds directly to our bottom line," he noted. In line with BSNL's diversification goals, the Minister encouraged circles to explore new revenue streams. He cited the Department of Posts as an example of innovation through new product lines and unexplored market segments.

Notably, India Post is set to introduce 6 new products in early 2026.

Among performance highlights discussed:

- ARPU rose from ₹81 in Q1 to ₹92 in Q2 FY 2025–26.

- Revenue per employee averaged ₹9 lakh, with Odisha, Maharashtra, and Haryana performing notably well.

- Shri Scindia felicitated CGMs of Karnataka, Haryana, UP (East), Jammu & Kashmir, and Andaman & Nicobar Circles for their exemplary performance, calling them BSNL's "five stars," and encouraged other circles to emulate their leadership and innovation models.

He also directed CGMs to replicate the leadership and review model within their own circles, conducting cascading meetings across business areas, sub divisional and operational levels. "Empower and energise your teams. If they drive it, we become unstoppable," Shri Scindia said, underscoring his belief that culture eats strategy and if this culture is infused the system will drive itself.

The Minister concluded by reaffirming BSNL's commitment to customer-centric transformation. The meeting concluded with a renewed pledge by all circles to deliver world-class telecom services, operational excellence, and sustained profitability through FY 2025–26 and beyond.

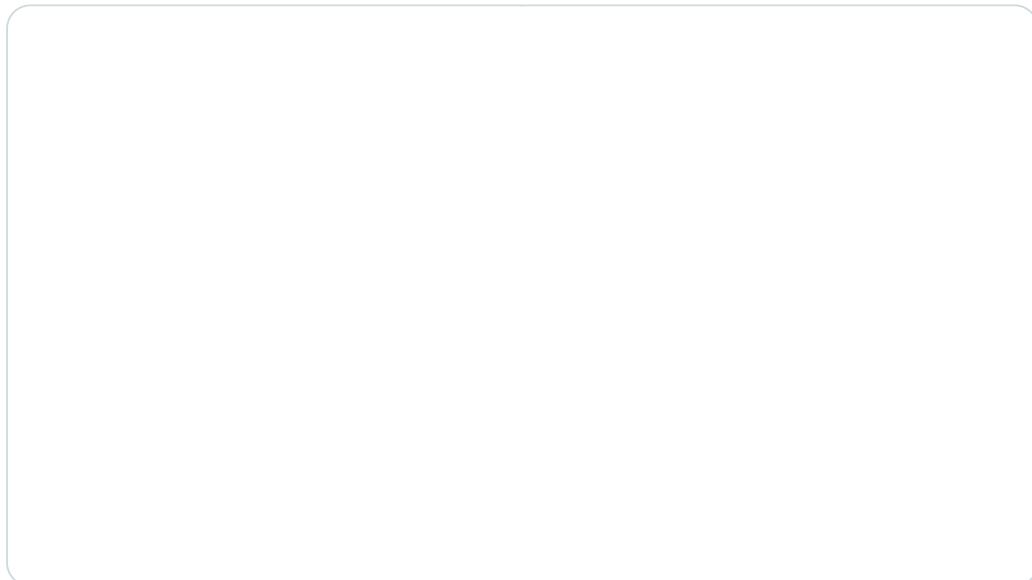
Jyotiraditya M. Scindia 

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Productive start to the morning with a four-hour-long 2nd Strategic Review and Planning Meet (2025–26) in Delhi with CGMs of all 28 circles of [@BSNLCorporate](#).

Conducted a detailed circle-wise review of Q2 (July–Sept) targets and achievements, followed by charting a clear and [Show more](#)



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