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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

No.BSNLCO-LM/11(14)/1/2020

Date: 25.03.2021

To  
The CGM,  
All Territorial Circles,  
BSNL

**Sub: Revenue/Cash collection targets from outright sale of land parcels for the financial year 2021-22.**

The Circle-wise Revenue/Cash collection targets through monetization of lands for the financial year 2021-22 are as below:-

SN	Circle Name	Target in Cr	SN	Circle Name	Target in Cr
1	Andhra Pradesh	30	14	Maharashtra	260
2	Assam	20	15	NTR	10
3	Bihar	30	16	North East-I	10
4	Chennai Telephones	500	17	North East-II	10
5	Chhattisgarh	20	18	Odisha	30
6	Gujarat	70	19	Punjab	90
7	Haryana	10	20	Rajasthan	30
8	Himachal Pradesh	10	21	Tamil Nadu	30
9	Jharkhand	30	22	Telangana	430
10	Karnataka	30	23	UP (E)	150
11	Kerala	60	24	UP (W)	30
12	Kolkata Telephones	110	25	Uttarakhand	10
13	Madhya Pradesh	30	26	West Bengal	30

These targets include the approximate value of lands taken up for monetization through DIPAM, for which Property consultants have been appointed or are proposed to be appointed shortly.

You are requested to put in your best concerted efforts to ensure that the assigned targets are achieved in the next financial year.

*Arvind Vadnerkar*

25.3.2021  
(Arvind Vadnerkar)