

ROYAUME DU MAROC  
LE PREMIER MINISTRE



## *FIXED TELEPHONY IN MOROCCO*

### *Quarterly Observatory\** *-December 2011-*

- This document is published as an indication. Dispositions appearing in it are to be considered for information purposes.

# SUMMARY

## FIXED TELEPHONY MARKET

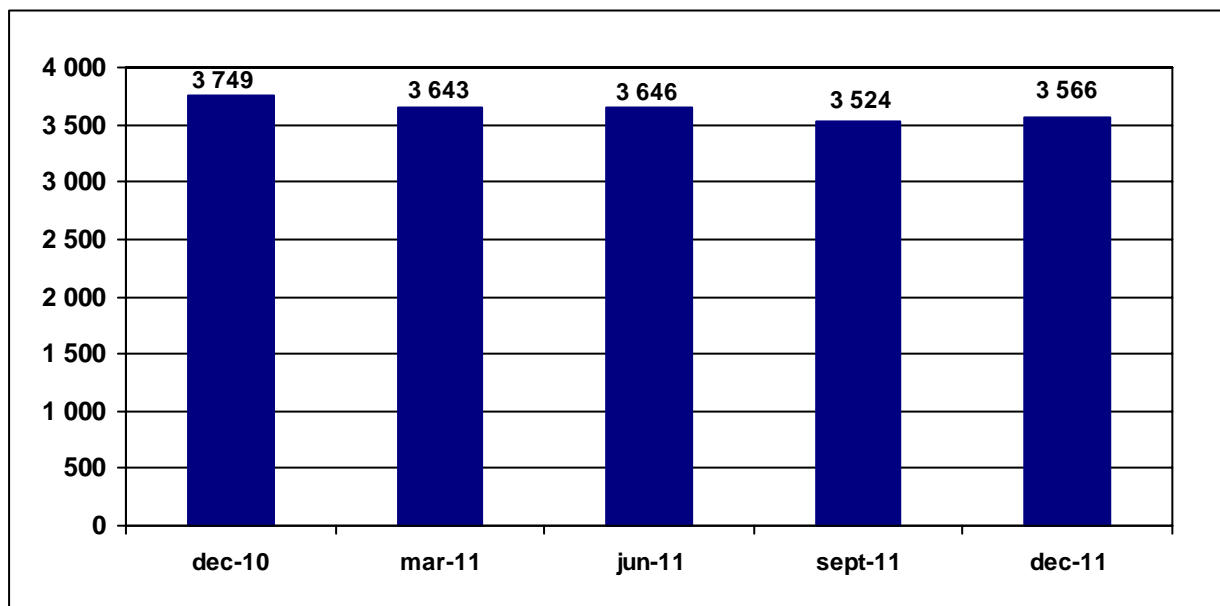
- Global Fixed Telephony Market
- Penetration rate of Fixed Telephony
- Fixed Residential segment
- Fixed professional segment
- Outgoing Fixed Telephone Voice Traffic
- Price Trend (ARPM) and Average Monthly Outgoing Use by Fixed Telephone Customer

## Global fixed telephony market

### Fixed lines accounts

Fixed lines	Dec-10	Mar-11	Jun-11	Sept-11	Dec-11
Market size <sup>1</sup>	3 749 364	3 643 106	3 646 318	3 523 707	3 566 076
Of which restricted mobility	2 493 336	2 377 618	2 383 290	2 260 871	2 294 781
quarterly growth <sup>2</sup>	43 793	- 106 258	3 212	- 122 611	42 369
Growth (%) <sup>3</sup>	1.18%	- 2.83%	0.09%	- 3.36%	1.2%
Penetration rate <sup>4</sup>	11.90%	11.44%	11.33%	10.95%	11.08%

### Quarterly Evolution of fixed telephony market (in thousands)



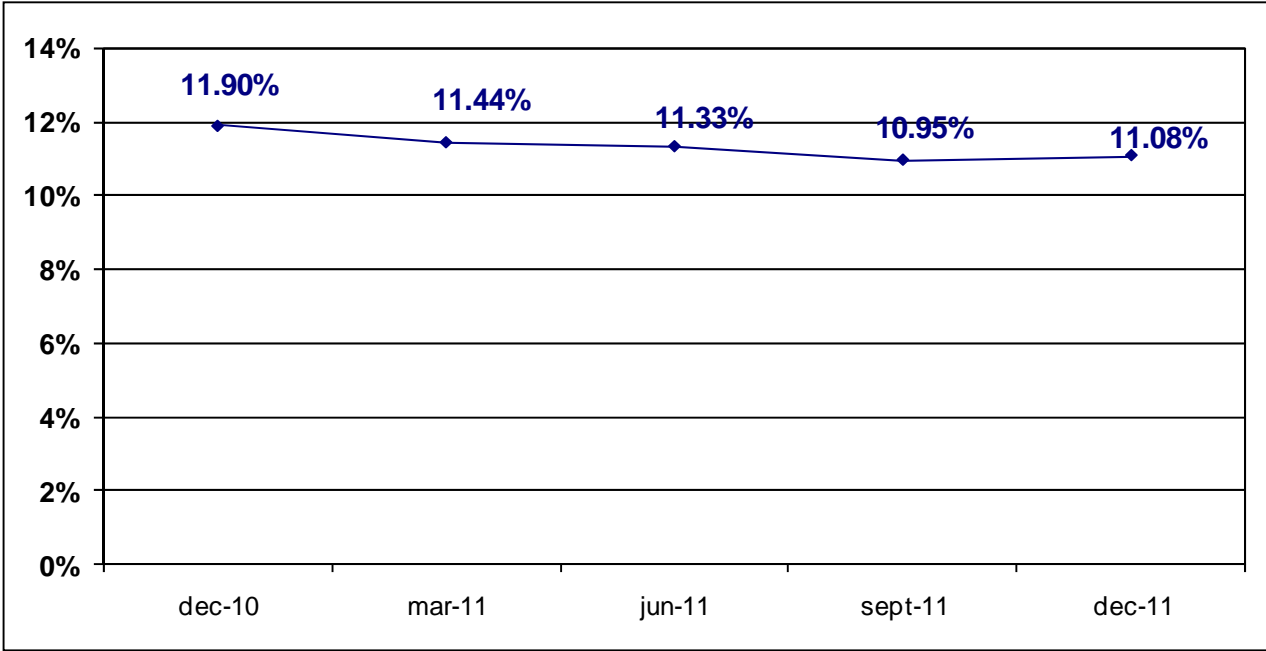
<sup>1</sup> This figure includes residential and professional subscribers and payphones using fixed telephony network.

<sup>2</sup> The growth at the quarter N equals to the difference between the market size of N and N-1.

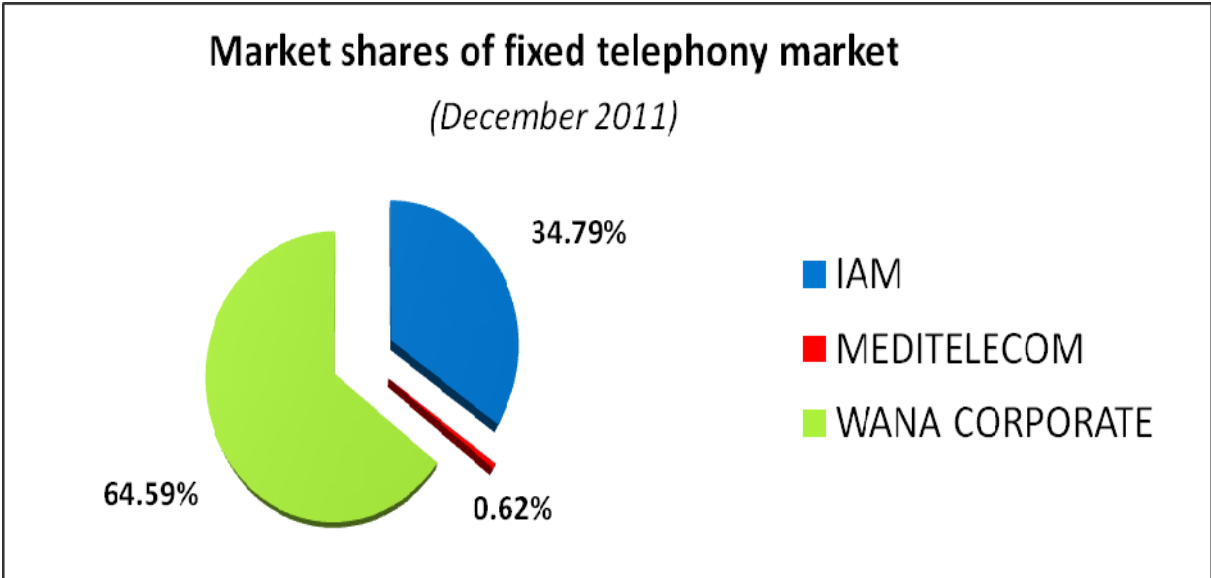
<sup>3</sup> % of growth at the quarter N equals to the difference between the market size of N and N-1 divided by the market size of N-1.

<sup>4</sup> The accounting of the penetration rate for fixed telephony by the ANRT Market Observatory is based on the population projections published by the Statistics Department/HCP based on the General census of population 2004. Starting from June of the year N, the reference population for accounting this rate results from Statistics Department/HCP projections of this year.

Quarterly Evolution of penetration rate



Market shares at December 31<sup>st</sup>, 2011

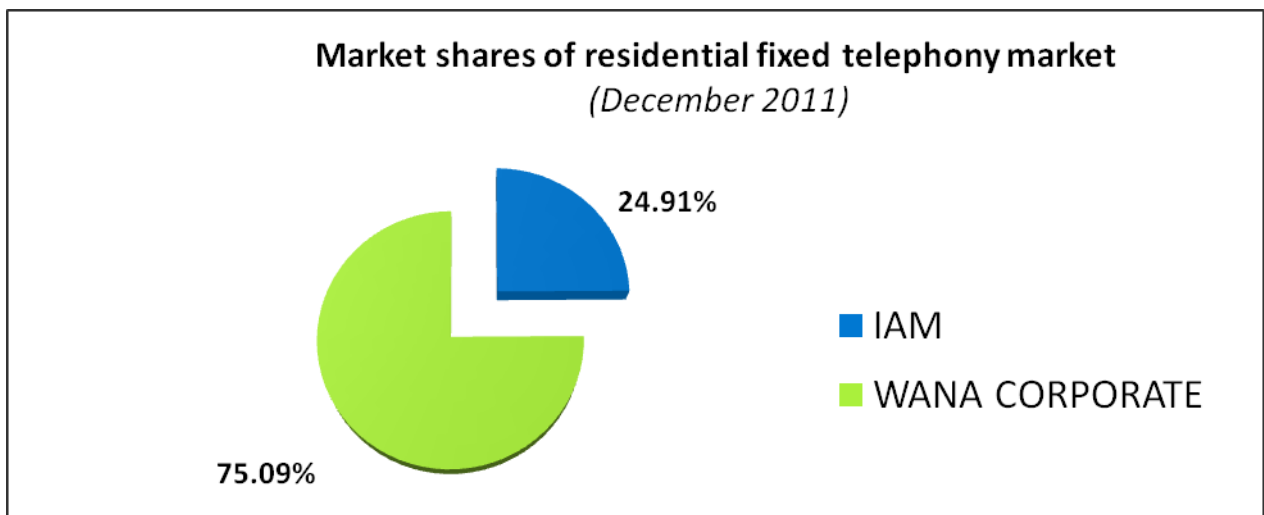


## RESIDENTIALS SEGMENT

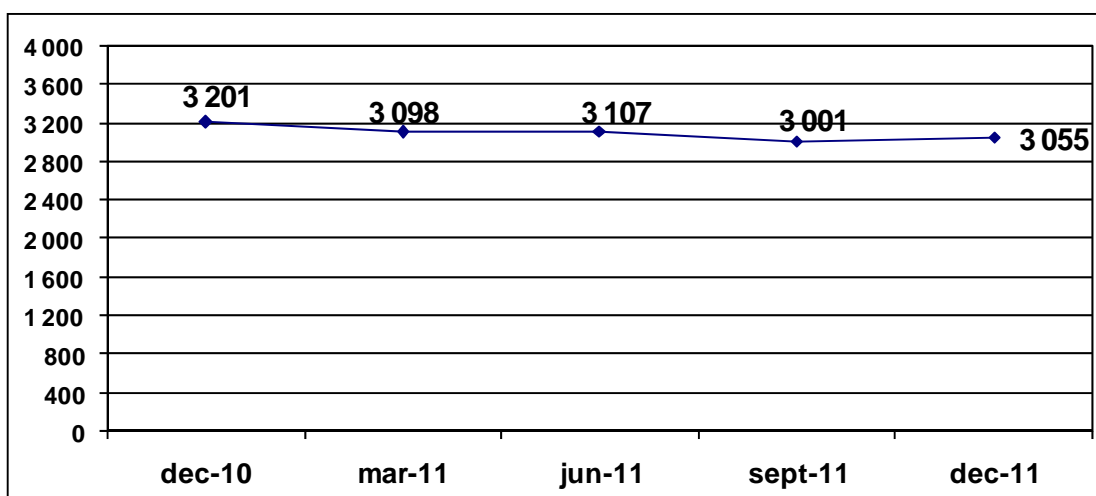
Number of residential subscribers

Residential subscribers	Dec-10	Mar-11	Jun-11	Sept-11	Dec-11
Market size	3 200 750	3 097 732	3 107 030	3 000 809	3 054 626
quarterly growth	43 479	- 103 018	9 298	- 106 221	53 817
Growth (%)	1.38%	- 3.22%	0.30%	- 3.42%	1.79%

Market share at December 31<sup>st</sup> 2011



Quarterly Evolution of residential market (in thousands)

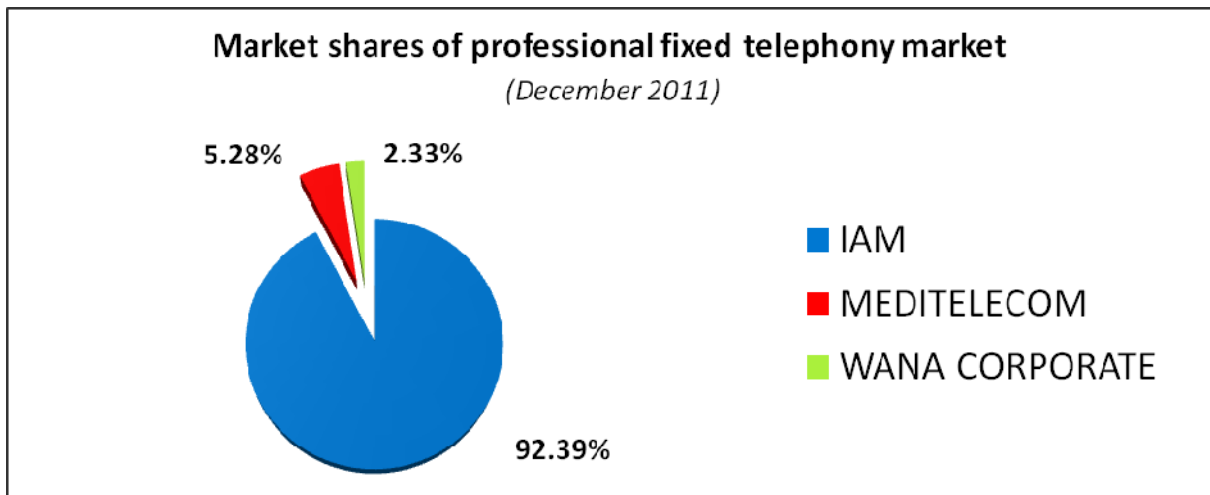


## PROFESSIONALS SEGMENT

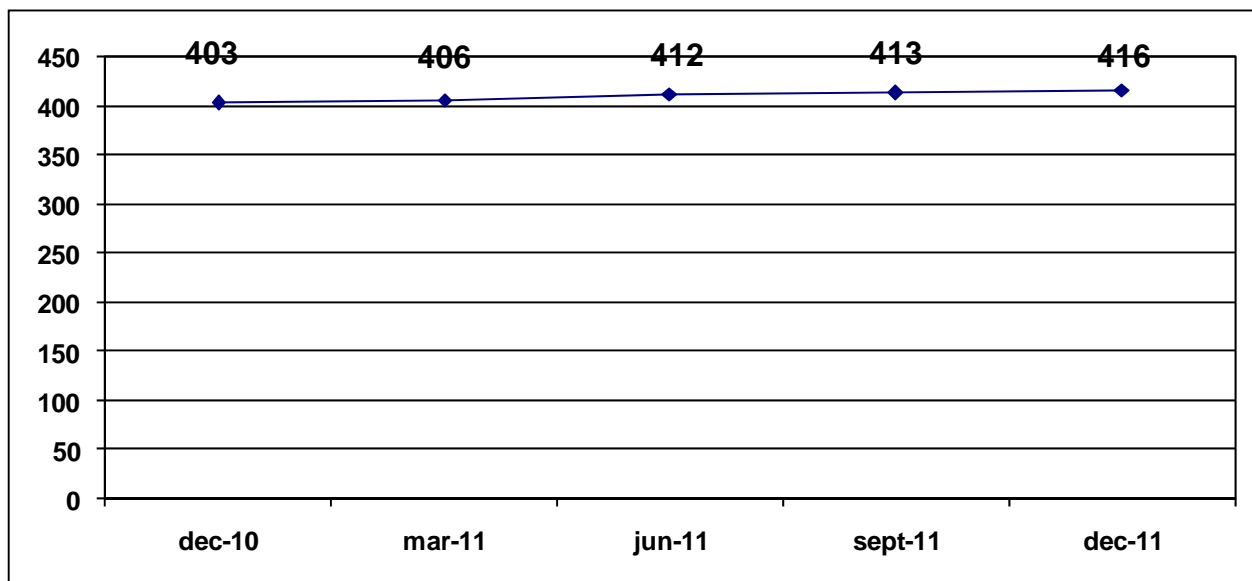
### Number of Professional subscribers

Professional subscribers	Dec-10	Mar-11	Jun-11	Sept-11	Dec-11
Market size	403 028	406 344	411 977	412 910	416 364
quarterly growth	4 404	3 316	5 633	933	3 454
Growth (%)	1.10%	0.82%	1.39%	0.23%	0.84%

### Market share at December 31<sup>st</sup> 2011

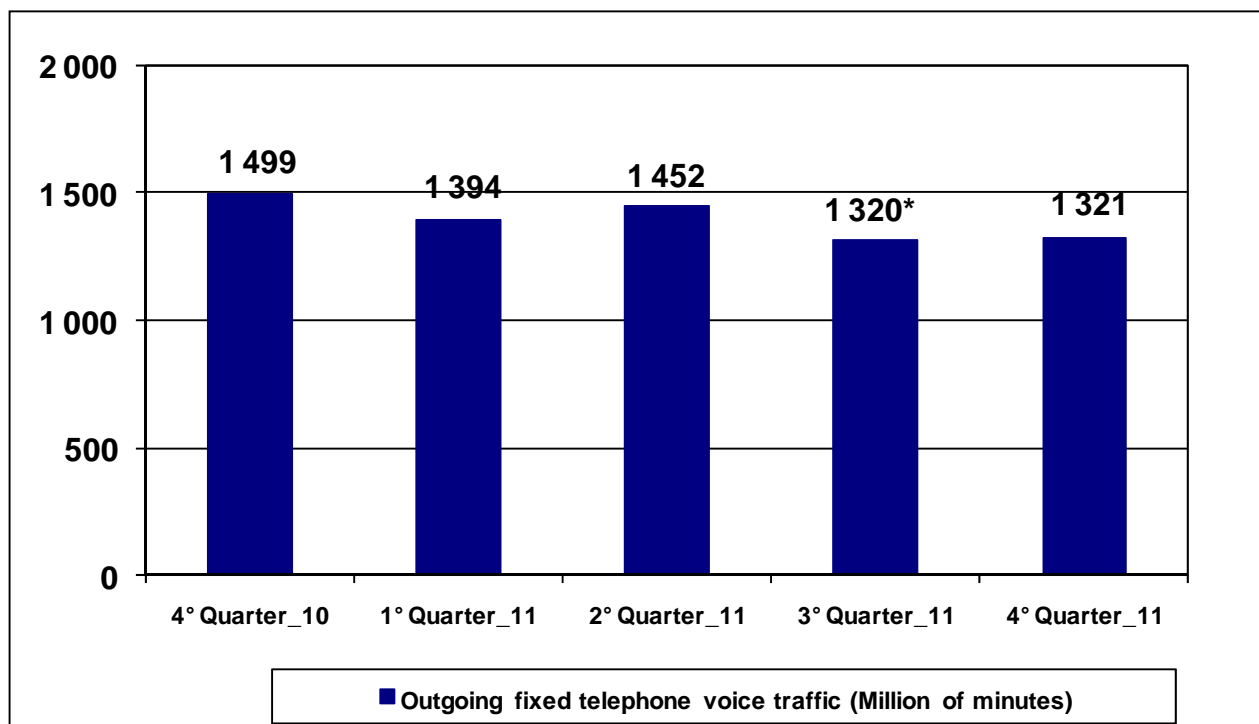


### Quarterly Evolution of Professional market size (in thousands)



## OUTGOING FIXED TELEPHONE VOICE TRAFFIC

Quarterly Evolution of outgoing fixed telephone voice traffic<sup>5</sup>



\* According to operators update, this figure replaces the 1307 figure which was published previously in September Observatory.

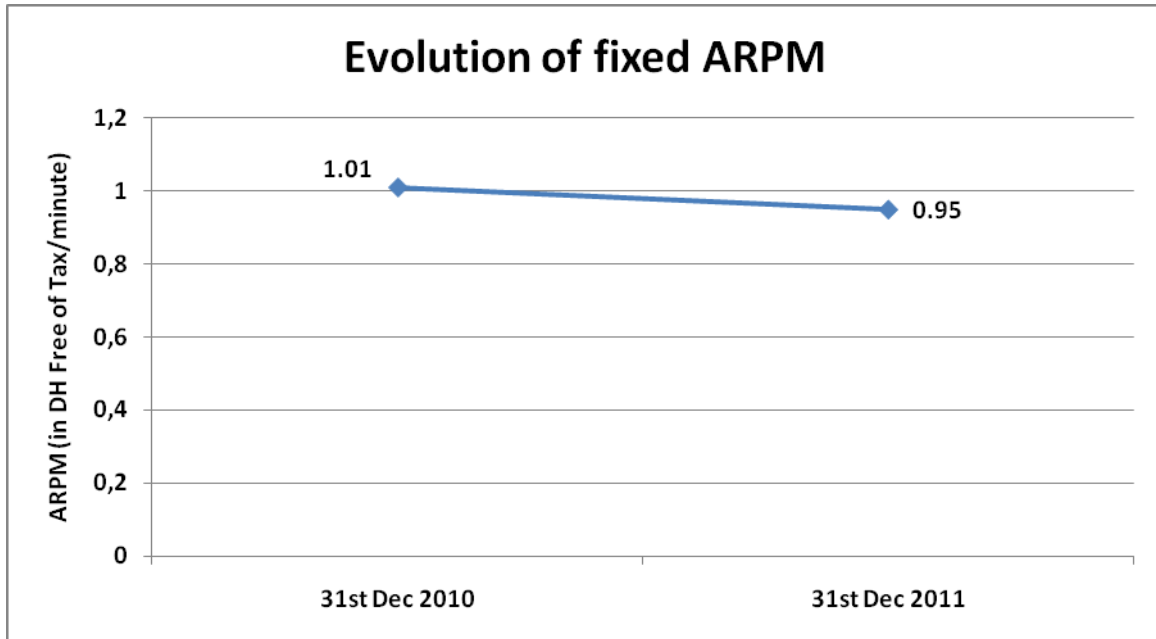
### Quarterly growth evolution

Outgoing fixed telephone voice traffic (in million of min)	4° Quarter_10	1° Quarter_11	2° Quarter_11	3° Quarter_11	4° Quarter_11
Net ads	- 105.29	- 105.25	58.35	- 132.62	1.44
% of growth	- 6.56%	- 7.02%	4.19%	- 9.13%	0.11%

<sup>5</sup> The outgoing voice traffic is the sum of minutes used by the three operator's customers of fixed telephony and restricted mobility in a quarter.

## PRICE TREND (ARPM) AND AVERAGE MONTHLY OUTGOING USE BY FIXED TELEPHONE CUSTOMER

### Evolution of Fixed ARPM<sup>6</sup>

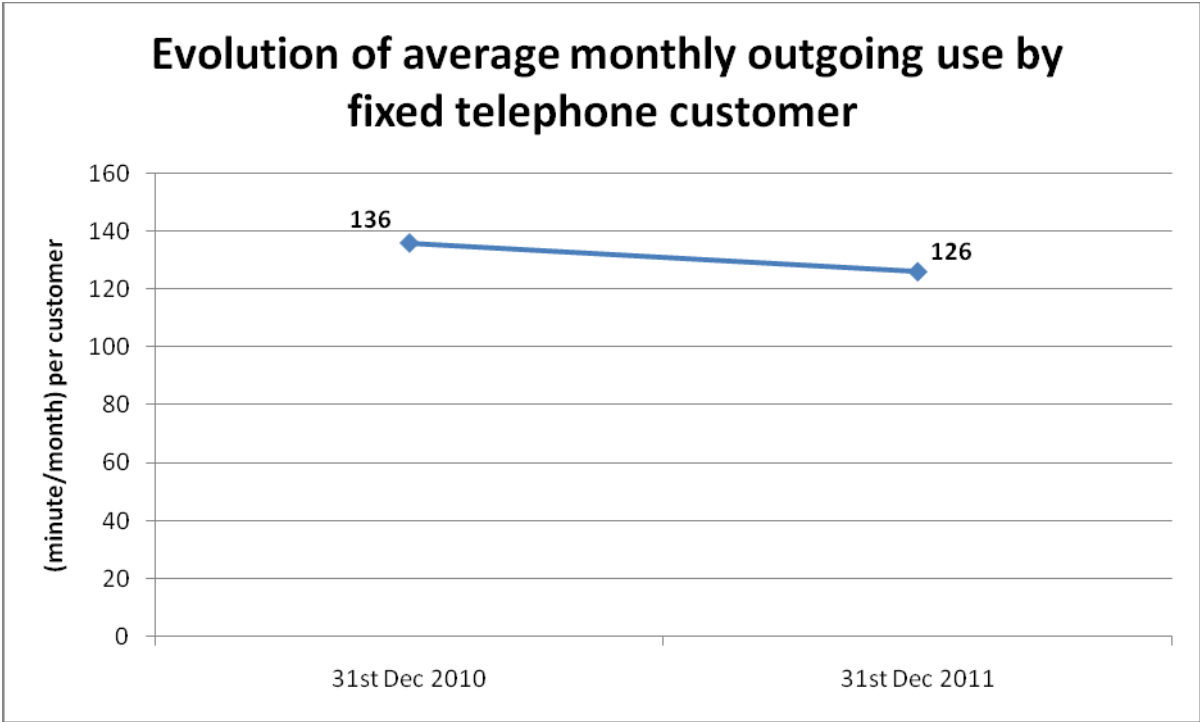


	31 <sup>st</sup> Dec 2010	31 <sup>st</sup> Dec 2011	Evolution
<b>Average revenue per minute (ARPM) of fixed telephone call in DH Free of Tax /minute</b>	<b>1.01</b>	<b>0.95</b>	<b>- 6%</b>

<sup>6</sup> The average revenue per minute (ARPM) of fixed call, is obtained by dividing the turnover duty of voice fixed outgoing by the outgoing fixed telephone voice traffic in minutes.



Evolution of average monthly outgoing use by fixed telephone customer<sup>7</sup>



	31 <sup>st</sup> Dec 2010	31 <sup>st</sup> Dec 2011	Evolution
Average monthly outgoing use by fixed telephone customer (in minute/month/customer)	136	126	- 7%

<sup>7</sup> The average monthly outgoing use by fixed telephone customer is obtained by dividing the outgoing fixed telephone voice traffic in minutes by the average number of subscribers to fixed telephony and the period in months (twelve months).