

THE TELECOMMUNICATIONS SECTOR EVOLUTION AT SEPTEMBER, 30th 2007

Mobile Telephony Market

At the end of the third quarter of 2007, the number of mobile subscribers reached **19 187 933**, with a growth of **8.8%**.

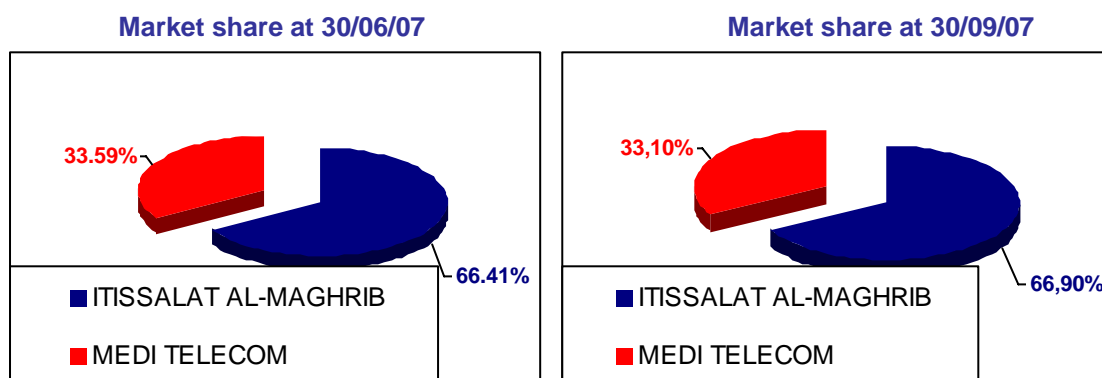
This situation was reflected positively on the penetration rate which reached **62.9%** at the end of September 2007 against 57.82% in June 2007.

Market size

| MOBILE TELEPHONY (in thousands) | Sept-06 | June-07 | Sept-07 |
|--|----------------|----------------|----------------|
| Market size | 14 900 | 17 638 | 19 188 |
| Quarterly growth ¹ | 1 656 | 512 | 1 550 |
| Growth (%)² | 12,50% | 2,69% | 8,79% |
| Penetration rate | 49,85% | 57,82% | 62,90% |

Through the analysis of the evolution of the number of mobile subscribers for the two operators, we notice that the number of subscribers of IAM reached 12 838 (in thousands) against 11 713 (in thousands) at the end of June 2007. For the second mobile operator Medi Télécom, the number of subscribers reached 6 350 (in thousands) (5 925 thousands subscribers) carrying out a quarterly rise of 9.6% for IAM and 7.2% for Medi Télécom.

In terms of market share, the incumbent operator holds two thirds of the mobile subscribers market with 66.9% of the market and 33.1% for its competitor Medi Télécom. There is no change in the market share comparing to the last quarter.



¹ The growth at the quarter N equals to the difference between the market size of N and N-1.

² % 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.

With regard to the distribution of mobile customers by type of subscription, we notes that there is no change in the structure of the market compared to the second quarter of 2007 and that prepaid always prevails with a share of 95.94% (95.75% at the end of June 2007) against 4.06% for post-paid.

The two types of subscription finished the quarter with a rather rise by recording a **growth of 9% for prepaid** and **of 3.9% for post-paid** compared to the previous quarter.

Post-paid market size evolution

| POST-PAID MARKET (in thousands) | Sept-06 | June-07 | Sept-07 |
|------------------------------------|---------|---------|---------|
| Post-paid market size | 680 | 750 | 779 |
| Quarterly growth | 20 | 34 | 29 |
| Growth (%) | 2,95% | 4,73% | 3,90% |
| Penetration rate | 2.28% | 2.46% | 2.55% |

Prepaid market size evolution

| PREPAID MARKET (in thousands) | Sept-06 | June-07 | Sept-07 |
|----------------------------------|---------|---------|---------|
| Prepaid market size | 14 219 | 16 888 | 18 409 |
| Quarterly growth | 1 637 | 478 | 1 521 |
| Growth (%) | 13% | 2,92% | 9% |
| Penetration rate | 47.57% | 55.36% | 60.35% |

Fixed Telephony Market

At September 30, 2007, the number of subscribers recorded a growth of **16.77%** compared to the previous quarter. The total number of subscribers reached **2 266 325³** (against 1 940 896 at the end of June 2007). This good performance is due to the introduction of fixed telephony services with restricted mobility.

Consequently, the penetration rate of fixed telephony reached **7.43%** at the end of September 2007 against 6.36% in June 2007.

³ This figure is calculated on the basis of data communicated by the three operators. It could be modified in the next publications after the adoption of the decision relating to the definition of a subscriber to the Fixed telephony.

Market size

| FIXED TELEPHONY | Sept-06 | June-07 | Sept-07 |
|--------------------------------------|------------------|------------------|------------------|
| Market size ³ | 1 267 122 | 1 940 896 | 2 266 325 |
| Restricted mobility | - | 656 784 | 983 174 |
| Quarterly growth ⁴ | - 42 497 | 329 894 | 325 429 |
| Growth (%)⁵ | - 3.24% | 20.48% | 16.77% |
| Penetration rate | 4.24% | 6.36% | 7.43% |

Number of residential subscribers

| Residential subscribers | Sept-06 | June-07 | Sept-07 |
|--------------------------------|-----------------|----------------|----------------|
| Market size | 813 886 | 1 476 648 | 1 800 131 |
| Quarterly growth | - 35 589 | 322 766 | 323 483 |
| Growth (%) | - 4.19% | 27.97% | 21.91% |

Number of Professional subscribers

| Professional subscribers | Sept-06 | June-07 | Sept-07 |
|---------------------------------|----------------|----------------|----------------|
| Market size | 294 886 | 305 071 | 306 643 |
| Quarterly growth | - 3 885 | 5687 | 1 572 |
| Growth (%) | - 1.30% | 1.9% | 0.52% |

⁴ The growth at the quarter N equals to the difference between the market size of N and N-1.

⁵ % 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.

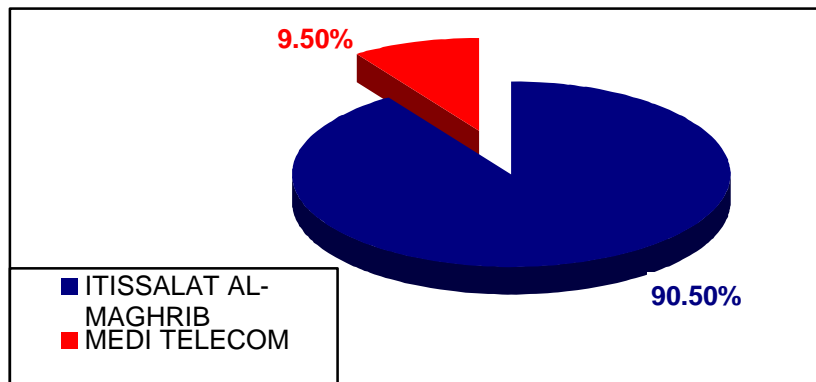
Public Payphones Market

At September 30, 2007, the number of public payphones recorded a growth of **0.31%** compared to the previous quarter. The total number of public payphones reached **176 307** (against 175 770 at the end of June 2007).

Number of Public payphones

| Public payphones ⁶ | Sept-06 | June-07 | Sept-07 |
|-------------------------------|---------|---------|---------|
| Market size | 172 757 | 175 770 | 176 307 |
| Quarterly growth | - 1 489 | 1 462 | 537 |
| Growth (%) | - 0.85% | 0.84% | 0.31% |

Market share at September 30th, 2007



⁶ The public payphones includes fixed and GSM phone shops, coin and card public telephones.

Internet Market

At 30th September 2007, the total Internet subscribers reached 490 087 carrying out an increase of **2.8%** compared to June 2007 (476 909 subscribers) and **37.2%** compared to the same period of 2006.

Market size

| INTERNET MARKET | Sept-06 | June-07 | Sept-07 |
|------------------|---------|---------|---------|
| Market size | 357 175 | 476 909 | 490 087 |
| Quarterly growth | 15 316 | 43 510 | 13 178 |
| Growth (%) | 4.48% | 10% | 2.8% |

The number of the narrowband⁷ subscribers, including the users of "Internet access without subscription" option and wireless Internet access moved from 7 999 in September 2006 to **39 219** in June 2007, making state of a **rise of 390.3%**.

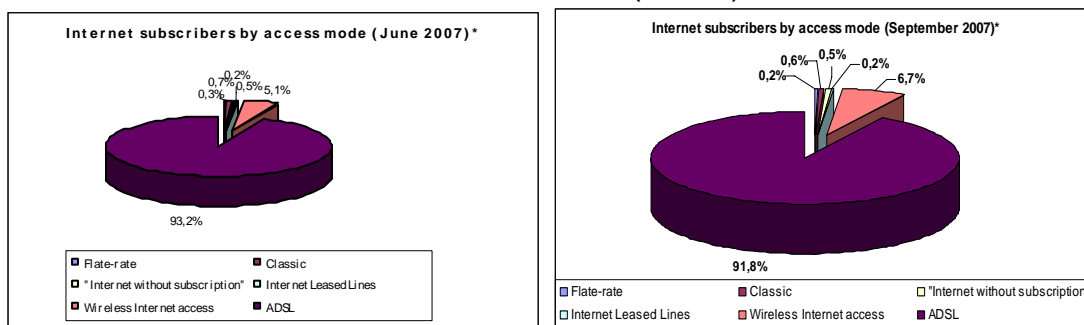
The number of ADSL subscribers is in continuous evolution with a **growth of almost 29.2%** since September 2006 and **144.6%** since September 2005.

The number of Internet access via Leased Lines (LL) is stable. This tendency could be explained by a substitution effect of LL access to the ADSL access.

ADSL market size evolution

| ADSL INTERNET | Sept-06 | June-07 | Sept-07 |
|------------------|---------|---------|---------|
| Market size | 348 144 | 444 633 | 449 852 |
| Quarterly growth | 16 398 | 19 920 | 5 219 |
| Growth (%) | 4.94% | 4.7% | 1.17% |

The distribution of subscribers by access mode is as follows, with an important share for the broadband ADSL accesses (**91.8%**).



* The number of ADSL subscribers was calculated by adding up The ISP's ADSL subscribers

⁷ Starting from June 2007, the total number of Internet subscribers includes also wireless Internet access.