

## ANALYZE OF THE TELECOMMUNICATIONS SECTOR EVOLUTION AT 30<sup>th</sup> SEPTEMBER 2009

### Mobile Telephony Market<sup>1</sup>

At the end of the third quarter of 2009, the number of mobile subscribers reached **25 077 266**, with a **quarterly growth of 6.56%**.

This situation was reflected positively on the penetration rate which reached **80.44%** at the end of September 2009 against 75.49% in June 2009.

#### Market size

<b>MOBILE TELEPHONY (in thousands)</b>	<b>Sept-08</b>	<b>Jun-09</b>	<b>Sept-09</b>
<b>Market size</b>	22 294	23 534	25 077
<b>Quarterly growth <sup>2</sup></b>	<b>882</b>	<b>18</b>	<b>1 543</b>
<b>Growth (%)<sup>3</sup></b>	<b>4,12%</b>	<b>0,08%</b>	<b>6,56%</b>
<b>Penetration rate<sup>4</sup></b>	<b>72,29%</b>	<b>75,49%</b>	<b>80,44%</b>

Through the analysis of the evolution of the number of mobile subscribers for the third quarter of 2009, we notice that the number of subscribers of IAM reached 15 239 (in thousands) against 14 288 (in thousands) at the end of June 2009. For Medi Telecom, the number of mobile subscribers reached 9 209 (in thousands) (8 634 thousands subscribers in June 2009) and for Wana Corporate this number reached 629 (in thousands) (612 thousands subscribers in June 2009) carrying out a quarterly rise of 6.66% for IAM, 6.67% % for Medi Telecom and 2,73% for Wana Corporate.

In terms of market share, the incumbent operator holds almost 60.77% of the mobile subscribers market followed by Medi Telecom with 36.72% and Wana corporate with 2.51%.

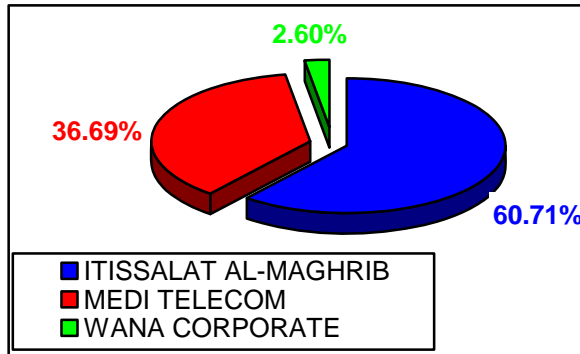
<sup>1</sup> This figure includes mobile subscribers to mobile telephony using the 2G and 3G networks.

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

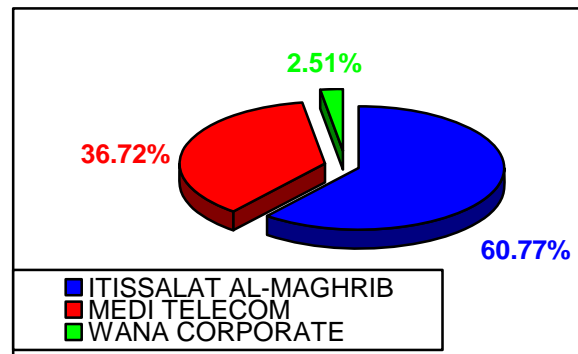
<sup>3</sup> % of growth at the quarter N equals to the difference between the market size of N and N-1 divided by the market size of N-1.

<sup>4</sup> The accounting of the penetration rate for mobile 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 March of the year N, the reference population for accounting this rate results from Statistics Department/HCP projections of the year N-1.

Market share at 30/06/09



Market share at 30/09/09



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 previous quarter and that prepaid always prevails with a share of 96.06% (95.84% at the end of June 2009) against 3.94% for post-paid.

The two types of subscription finished the quarter with a rise by recording a **growth of 6.80% for prepaid** and of **0.92% for post-paid** compared to the second quarter of 2009.

#### Post-paid market size evolution

POST-PAID MARKET (in thousands)	Sept-08	Jun-09	Sept-09
Post-paid market size	883	978	987
Quarterly growth	16	40	9
Growth (%)	1.83%	4.28%	0.92%
Penetration rate	2.86%	3.14%	3.17%

#### Prepaid market size evolution

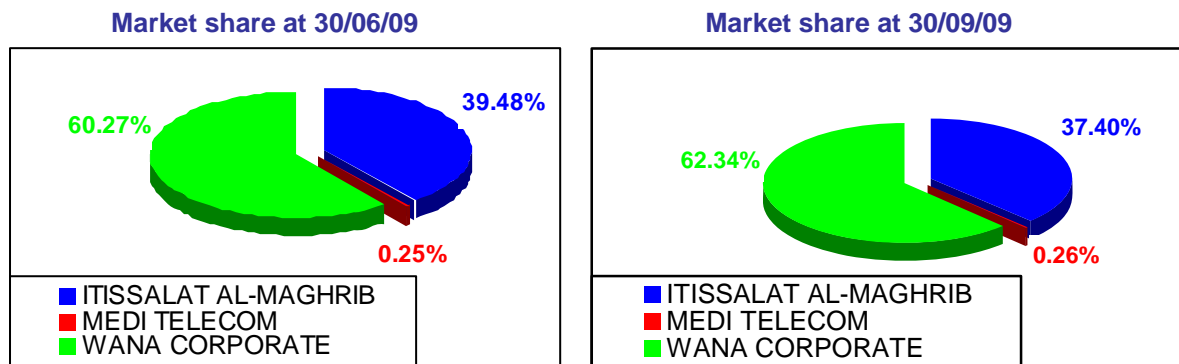
PREPAID MARKET (in thousands)	Sept-08	Jun-09	Sept-09
Prepaid market size	21 410	22 556	24 090
Quarterly growth	866	- 22	1 534
Growth (%)	4.22%	- 0.10%	6.80%
Penetration rate	69.42%	72.35%	77.27%

## Fixed Telephony Market

At September 30<sup>th</sup> 2009, the number of subscribers recorded a **growth of 3.87%** compared to the previous quarter. The total number of subscribers reached **3 393 992<sup>5</sup>** (against **3 267 518** at the end of June 2009) which 2 110 084 subscribers used the fixed telephony with restricted mobility.

Consequently, the penetration rate of fixed telephony reached **10.89%** at the end of September 2009 against 10.48% in June 2009.

In terms of market share, Wana Corporate holds 62.34% of the fixed telephony subscriber followed by IAM with 37.4% and Medi Telecom with 0.26%.



## Market size

FIXED TELEPHONY	Sept-08	Jun-09	Sept-09
Market size	2 834 475	3 267 518	3 393 992
Restricted mobility	1 510 801	1 963 994	2 110 084
Quarterly growth <sup>6</sup>	72 692	174 464	126 474
Growth (%) <sup>7</sup>	2.63%	5.64%	3.87%
Penetration rate <sup>8</sup>	9.19%	10.48%	10.89%

<sup>5</sup> This figure includes residential and professional subscribers and payphones using fixed telephony network.

<sup>6</sup> The growth at the quarter N equals to the difference between the market size of N and N-1.

<sup>7</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>8</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 March of the year N, the reference population for accounting this rate results from Statistics Department/HCP projections of the year N-1.

### Number of residential subscribers

Residential subscribers	Sept-08	Jun-09	Sept-09
Market size	2 301 348	2 716 312	2 843 789
Quarterly growth	68 716	164 343	127 477
Growth (%)	3.08%	6.44%	4.69%

### Number of Professional subscribers

Professional subscribers	Sept-08	Jun-09	Sept-09
Market size	372 629	387 512	386 632
Quarterly growth	5 291	6 775	- 880
Growth (%)	1.44%	1.78%	- 0.23%

### Public Payphones Market

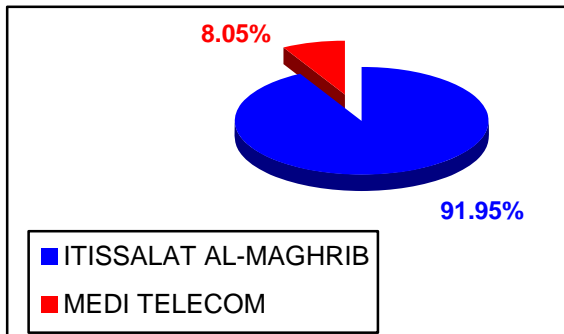
At September 30<sup>th</sup> 2009, the number of public payphones recorded a **slight decline of 0.30%** compared to June 2009. The total number of public payphones reached **177 495** (against 178 030 at the end of June 2009).

### Number of Public payphones

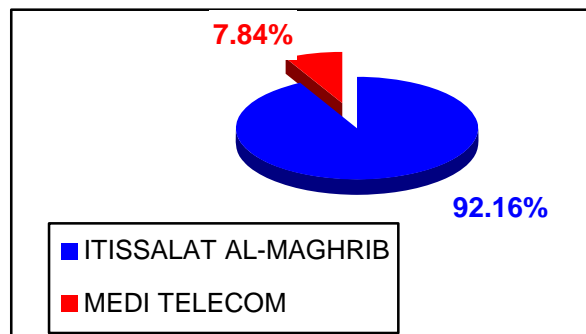
Public payphones <sup>9</sup>	Sept-08	Jun-09	Sept-09
Market size	175 914	178 030	177 495
Quarterly growth	- 1 508	3 364	- 535
Growth (%)	- 0.85%	1.93%	- 0.30%

<sup>9</sup> The public payphones includes fixed and GSM phone shops, coin and card public telephones.

Market share at 30/06/09



Market share at 30/09/09

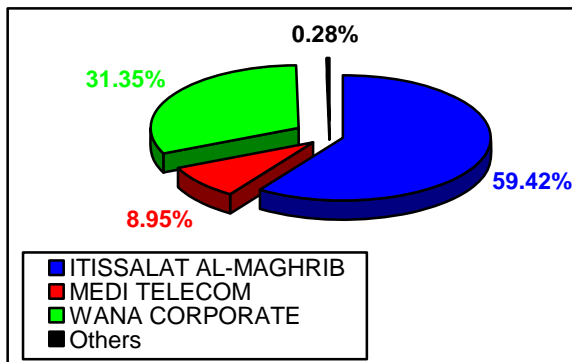


### Internet Market

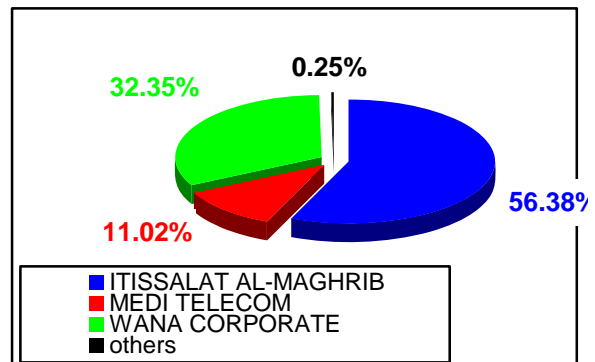
At 30<sup>th</sup> September 2009, the total Internet subscribers reached **1 048 168**<sup>10</sup> carrying out **an increase of 8.88%** during the third quarter of 2009 and of **52.01%** since September 2008.

In terms of market share, IAM holds 56.38% of the Internet subscribers market followed by Wana Corporate with 32.35% and Medi Telecom with 11.02%.

Market share at 30/06/09



Market share at 30/09/09



### Market size

INTERNET MARKET	Sept-08	Jun-09	Sept-09
Market size	689 545	962 685	1 048 168
Quarterly growth	35 954	128 222	85 482
Growth (%)	5.50%	15.37%	8.88%

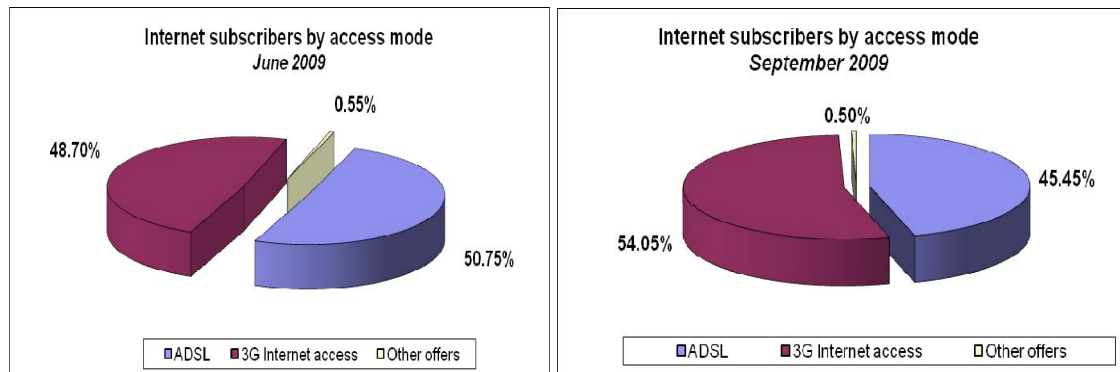
<sup>10</sup> Starting from June 2007, the total number of Internet subscribers includes also the offers of 3G Internet access.

The number of the narrowband subscribers<sup>11</sup>, by including the users of "Internet access without subscription" option, moved from 5 456 in September 2008 to **4 094** in September 2009.

The number of ADSL subscribers is **decreasing by 2.50%** for the third quarter of 2009. From September 2008, this number is decreasing by 1.32%.

The estimated number of Internet access via Leased Lines (LL) is **growing by 2.88%** for the third quarter of 2009 and by 10.12% since September 2008.

The distribution of subscribers by access mode is as follows, with a predominance of the 3G internet access, for the first time, representing **54.05%** of the global Internet market and broadband ADSL accesses Internet access with 45.45%.



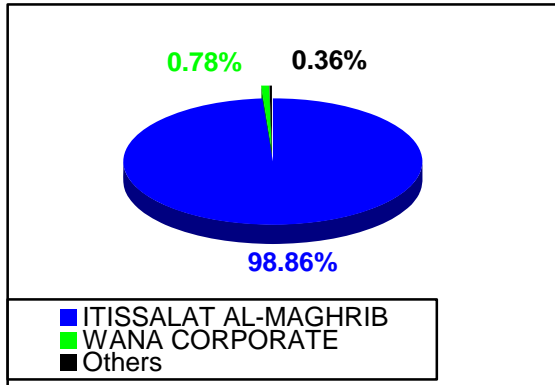
### ADSL market size evolution

ADSL INTERNET	Sept-08	Jun-09	Sept-09
Market size	482 746	488 567	476 357
Quarterly growth	- 5 517	- 476	- 12 210
Growth (%)	- 1.13%	- 0.10%	- 2.50%

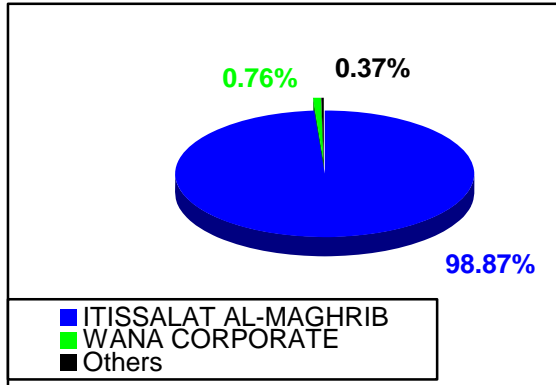
In terms of market share, IAM holds 98.87% of the ADSL Internet subscribers followed by Wana Corporate with 0.76%.

<sup>11</sup> The Wireless Internet access offer recorded so far in the narrowband Internet is the subject of a new section entitled "State of the 3G Internet Market" at the end of the current document.

Market shares of ADSL Internet at 30/06/09

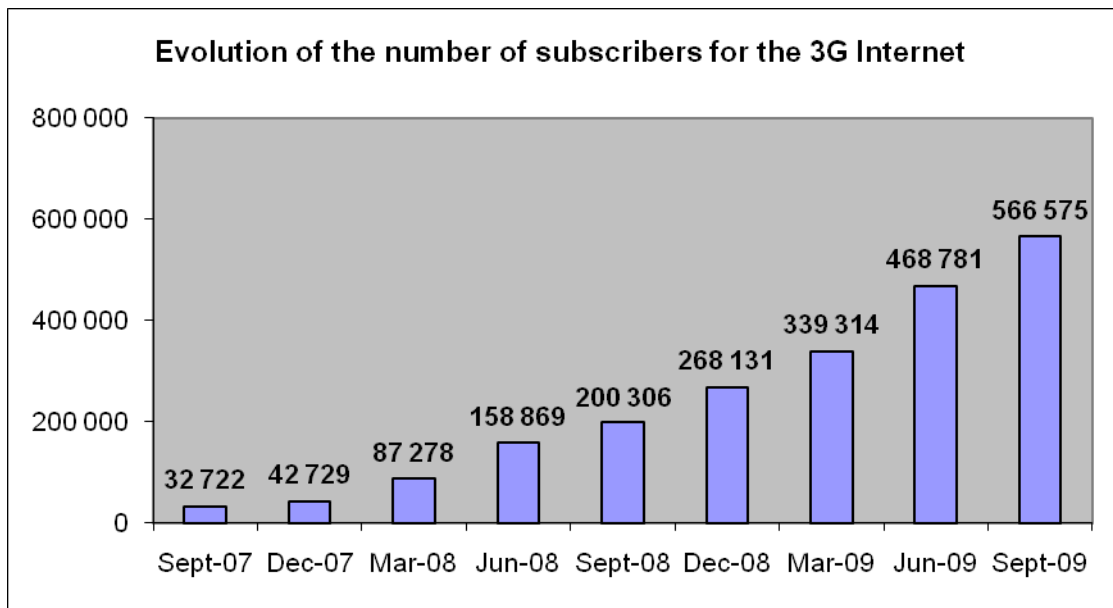


Market shares of ADSL Internet at 30/09/09



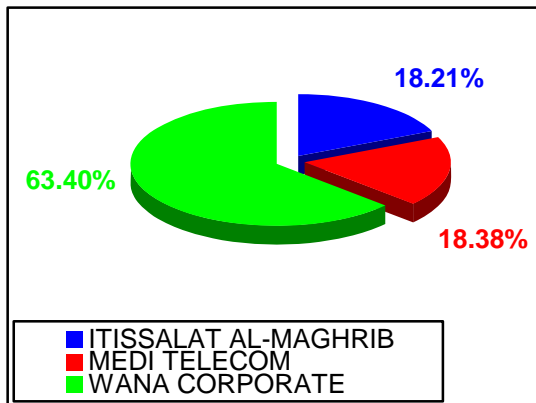
### 3G Internet Market size evolution

At the end of September 2009, the number of 3G Internet subscriber's reached **566 575** by recording an **increase of 20.86%** for the third quarter of 2009 and by **182.85%** since September 2008.



In terms of market share, Wana Corporate holds 59.08% of the 3G Internet access followed by IAM with 20.54% and Medi Telecom with 20.38%.

Market shares of 3G Internet at 30/06/09



Market shares of 3G Internet at 30/09/09

